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Dilts and Morgan, Inc.

General Grain Merchants

Futures Export Milling Needs
Consignments

Confidence is the foundation of every successful business, therefore, it would be good policy to entrust your transactions at a terminal market to a firm in which you can place the utmost faith. To a firm whose scope of activity embraces every phase of the grain business, whose experience in this business enables it—with its unusual facilities—to give to you that service which begets confidence.

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Consignments Solicited

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Mixed Feed Mfrs.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.*
Moore-Lawless Grain Co., cosgmts., futures, prt. wires.*

ATLANTA, GA.

Commercial Exchange Members.
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AUGUSTA, GA.

Board of Commerce Members.
Clark Milling Co., dealers grain & feedstuffs.*
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Fletcher & Co., W. W., brokers, hay, grain, flour, feed.
Lamb & Hollingsworth, brokers, grain, flour, feed.*

BALTIMORE, MD.

Chamber of Commerce Members.
Baltimore Grain Co., grain receivers, exporters.*
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Dennis & Co., grain merchants.*
England & Co., Chas., grain, hay.*
Fahey & Co., John T., grain receivers and exporters.*
Gill & Fisher, receivers and shippers.*
Hammond, Snyder & Co., Inc., receivers, exporters.*
Hax & Co., G. A., grain, hay, seeds.*
Jones & Co., H. C., receivers, shippers, exporters.*
Lederer Bros., grain receivers.*
Robinson & Jackson, grain commission merchants.*
Steen & Bro., E., grain receivers and exporters.*

BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.*
Hemphill & Co., R. C., mdse. & grain brokers.
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.
Western Grain Co., mfrs. mxld. feed, crn. meal, grits.*

BOSTON, MASS.

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BUFFALO, N. Y.

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Burns Grain Co., grain commission.*
Churchill Grain & Seed Co., receivers, shippers.*
Davis, Inc., A. C., grain.*
Doorty-Ellsworth Co., Inc., brokerage commission.*
Electric Grain Elevator Co., consignments.*
Gee-Lewis Grain Co., larley and rye.*
Globe Elevator Co., receivers & shippers.*
Harold, A. W., grain, barley a specialty.
McConnell Grain Corporation, commission merchants.*
McKillen, Inc., J. G., receivers and shippers.*
Kennedy & Co., Chas., wheat a specialty.*
Pratt & Co., receivers, shippers of grain.*
Ratcliffe, S. M., commission merchant.*
Seymour-Wood Grain Co., consignments.*
Taylor & Bournique Co., grain merchants.*
Townsend Ward Co., The, consignments.*
Urmston Grain Co., grain commission.*
Watkins Grain Co., consignments.*
Whitney & Gibson, consignments.*

CAIRO, ILL.

Board of Trade Members.
Cairo Grain Commission Co., consignments.*
Halliday Elevator Co., grain dealers.*
Magee-Lynch Grain Co., grain dealers.*
Thistlewood & Co., grain and hay.

CARROLLTON, MO.

Clalborne Commission Co., commission merchants.*

CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.*
Gifford Grain Co., grain and grain products.*
King Wilder Grain Co., grain shippers.*

*Member Grain Dealers National Association.

CHICAGO, ILL.

Board of Trade Members.
Anderson & Co., W. P., grain commission merchants.*
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commission merchants.*
Bartlett-Frazier Co., grain merchants.*
Brennan & Co., John E., grain commission merchants.*
Bridge & Leonard, commission merchants.*
Carhart Code Harwood Co., grain commission.*
Dole & Co., J. H., grain and seeds.*
Freeman & Co., Henry H., grain, hay, straw.
Gerstenberg & Co., commission merchants.*
Hales & Hunter Co., grain merchants.*
Harris, Winthrop & Co., grain commission.*
Hitch & Carder, commission merchants.*
Hoit & Co., Lowell, commission, grain and seeds.
Lamson Bros. & Co., consignments solicited.*
Lewis & Co., F. S., grain and provisions.*
McKenna & Dickey, commission merchants.*
Mumford & Co., W. R., grain, hay, millstuffs.*
Norris Grain Co., grain merchants.*
Northern Grain & Warehouse Co., grain receivers.
Paynter, H. M., grain and field seeds.
Pope & Eckhardt Co., grain and seeds.
Press & Co., W. G., grain, provisions, stocks, etc.
Quaker Oats Co., buyers of grain.
ReQua Bros., wheat a specialty.
Runney & Co., grain commission.*
Schiffman & Co., P. H., commission.*
Shaffer Grain Co., J. C., grain merchants.*
Simons, Day & Co., grain merchants.*
Somers, Jones & Co., grain and field seeds.*
Thayer & Co., C. H., receivers-shippers.*
Urdike Grain Co., consignments.*
Veland & Co., E. F., grain and seeds.*
Zweig & Co., Harry A., cash grain only.

CINCINNATI, O.

Grain & Hay Exchange Members.
Bingham-Scholl Co., grain merchants.*
Early & Daniel Co., grain, hay, feed.

CLEVELAND, O.

Grain & Hay Exchange Members.
Bailey, E. L., grain and millfeed.*
Cleveland Grain & Milling Co., The, rcvrs. & shprs.*
Gates Elevator Co., The, receivers and shippers.*
Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*
Strauss & Co., H. M., receivers, shippers hay & grain.*
Union Elevator Co., The, grain and hay.*

COFFEYVILLE, KANS.

Clalborne Commission Co., commission merchants.*

COLBY, KANSAS.

Harris & Haynes, wholesale—brokers—grain.

COLORADO SPRINGS, COLO.

Robinson-Hunt Grain Co., grain, hay, seeds, beans.*

CRAWFORDSVILLE, IND.

McCardle-Black Co., grain commission merchants.

DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.*

DECATUR, ALA.

Decatur Coal & Mfg. Co., grain and feedstuffs.
Lyle-Taylor Grain Co., whlse. grain, hay, feeds.

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

DENVER, COLO.

Grain Exchange Members.
Adv & Crowe Merc. Co., The, grain and hay.
Ayres Merc. Co., The F. C., grain, flour, feed.
Best & Co., J. D., corn, oats, barley.
Conley-Ross Grain Co., The, grain and beans.
Crescent Flour Mills, The, wheat, corn, oats.*
Denver Elevator, We buy and sell grain and beans.*
Elder Grain Co., F. W., "Always Working."
Flanley Grain Co., wholesale grain.
Gallagher Grain Co., grain merchants.*
Hungarian Flour Mills, wheat, corn, oats, etc.
Kellogg Grain Co., O. M., receivers and shippers.*
McCaull-Dinsmore Co., wholesaler and commission.*
Moore-Lawless Grain Co., private wires to all markets.*
O'Donnell Grain Co., wholesale grain.*
Phelps Grain Co., T. D., wholesale grain.*
Scott-George Grain Co., receivers and shippers.*
Summit Grain Co., wheat, corn, oats, rye, barl.*

DES MOINES, IOWA.

Board of Trade Members.
Anderson Co., D. L., grain merchants.
Iowa Grain Co., receivers and shippers.
Lockwood, Lee, grain, millfeed broker.
Marshall Hall Grain Co., grain commission.
Taylor & Patton Co., corn and oats.

DETROIT, MICH.

Board of Trade Members.
Dumont, Roberts & Co., receivers, shippers.*
Huston, C. R., grain, hay consignments a specialty.*
Lapham & Co., J. S., receivers & shippers.
Lichtenberg & Son, oats, corn, hay, straw.
Simmons & Co., F. J., grain and hay.*
Swift Grain Co., consign or ask for bid.*

DODGE CITY, KANSAS.

Hillyer Grain Co., grain.

DUBLIN, GA.

Smith Brothers, brokers, mdse., grain, feedstuffs.*

DULUTH, MINN.

Board of Trade Members.
Mitchell Co., W. C., grain commission.*
White Grain Co., shippers all grains.*

FLOYDADA, TEXAS.

Marshall Grain Co., shippers of millo.*

FORT WORTH, TEX.

Grain and Cotton Exchange Members.
Dorsey Grain Co., receivers, shippers.
Rothschild Brokerage Co., grain, c/s pdts., rice b/p.*

FRANKFORT, IND.

McCardle-Black Co., grain commission merchants.

GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.*

GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.*

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

HAGERSTOWN, MD.

Valley Brokerage Co., feed, grain, hay broker.*

HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.*
Koehler-Twidale Elevator Co., grain dealers.*
Moritz Grain Co., C., wholesale grain.*
Sexson, C. R., grain.

HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., fr.

HILLSBORO, KANSAS.

Hillsboro Roller Mills, gr. dlrs., fr., chick feed.

HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.*
Rothschild Co., S., grain, c/s products, rice b/p.*

HUTCHINSON, KANS.

Board of Trade Members.
Ayres Grain Co., grain merchants.*
Beyer Grain Co., consignments, mill orders.
Bolin-Hall Grain Co., grain merchants.*
Central Grain Co., The, buyers for mills.
Davidson Grain Co., receivers and shippers.
Farmers Co.-Op. Com. Co., commission merchants.
Gano Grain Co., grain merchants.
Goffe & Carkner, private wire.*

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HUTCHINSON, KANS.

(Continued.)

Hausam-Bateman & Co., grain buyers and sellers.
Hayes Grain Co., John, grain merchants.
Hinman-Yates Grain Co., receivers & shippers.*
Hutchinson Grain Co., grain merchants.
Hutchinson Term. Elevtr. Co., consignments.*
Kelly Milling Co., Wm., millers of hard wheat.
Jay Hausam & Company, grain merchants.
Jennings Grain Co., C. D., consignments.*
Kansas Grain Co., buyers and sellers.
Larabee Flour Mills Corp., hard wheat millers.
McClure Grain Co., J. B., buyers and sellers.*
Moore Grain Co., consignments-buyers of grain.
Oswald Grain Co., dark hard turkey wheat, specialty.
Pettit Grain Co., L. H., grain merchants.
Prairie Grain Co., buyers & sellers milling wheat.
Rock Milling & Elevator Co., receivers and shippers.
Russell Grain Co., commission merchants.
Southwest Grain Co., receivers and shippers.
Vanderslice-Lynds Co., grain commission merchants.
The Security Ele. Co., receivers, shippers milo kafir.
Union Grain Co., grain merchants.

INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elevator & Feed Co., receivers and shippers.
Boyd Grain Co., Bert A., strictly brokerage & com.
Cleveland Grain & Milling Co., grain commission.
Evans Grain Co., W. R., commission and brokerage.*
Hayward-Rich Grain Co., grain commission.*
Hoosier Grain Co., consignments only.
Kendrick & Sloan Co., Inc., grain and hay.
Kinney Grain Co., H. E., receiver and shipper.*
Menzie Grain & Bkg. Co., Carl D., grain commission.*
Montgomery & Tompkins, receivers and shippers.
Probst & Kassebaum, Inc., hay, grain, feed.
Steinhart Grain Co., commission and brokerage.*
Urmston Grain Co., receivers and shippers.*
Witt, Frank A., grain commission and brokerage.*

JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.*
Stockbridge Elevtr., track buyers, sellers, gr. & sds.
Wagner-White Co., track buyers-sellers, grain-feed.

JACKSON, MISS.

Field Co., Robt., succ. to P. L. Brittain Co.
Royal Feed & Mfg. Co., mixed feed mfrs.*

KANSAS CITY, MO.

Board of Trade Members.

Alfalfa Grain Pkts. Co., everything in the feed line.
Beyer Grain Co., consignments.
Christopher & Co., B. C., kafir, feterita, milo.*
Claiborne Commission Co., commission merchants.*
Davis Grain Co., A. C., grain commission.
Denton Kuhn Grain Co., consignments.*
Dilts & Morgan, consignments.*
Ernst Davis Grain Co., commissions.*
Federal Grain Co., receivers, shippers.*
Frisco Elevators Co., grain merchants.*
Hall-Baker Grain Co., consignments.
Hipple Grain Co., feterita, kafir, milo.
Larabee Flour Mills Corp., The, mfrs. "Larabee Best."
Logan Bros. Grain Co., receivers and shippers.*
Mensendieck Grain Co., consignments.*
Miller Grain Co., S. H., consignments.*
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., receivers and shippers.*
Moritz & Co., C., consignments.
Norris Grain Co., grain merchants and exporters.
Parker Corn Co., corn, oats, kafir, milo.*
Roehen Grain Co., E. E., consignments.*
Root Grain Co., consignments and futures.*
Scouler Bishop Grain Co., receivers and shippers.*
Shannon Grain Co., consignments.
Simonds, Shields, Lonsdale Grain Co., grain.*
Stevenson Grain Co., buyers and sellers.*
Terminal Elevators, receivers, shippers.*
Twidale-Wright Grain Co., consignment futures.
Thresher Fuller Grain Co., grain commission.*
Western Grain Co., shippers (a specialty).*

LEAVENWORTH, KANS.

Wilson-Legler Hay & Grain Co., branch at Kansas City.

LIBERAL, KANS.

Light Grain & Mfg. Co., mill pkts., kafir, milo.
Vickers Grain & Seed Co., grain and field seeds.

LINCOLN, NEBR.

Grain Exchange Members.

Ewart Grain Co., wheat, corn, oats, rye, barley.*
Foster, E. D., feeders supplies.
Lincoln Grain Co., grain merchants.*
Wright-Leet Grain Co., receivers and shippers.

LITTLE ROCK, ARK.

Grain Exchange Members.

Caple & Stockton, hay, grain, feed.
Davis, S. P., Est. 1893, grain, flour, cottonseed meal.
Farmer Wilson Co., brokers, hay, grain, mill feed.*
Gordy Co., C. L., grain brok., hay, grain, mill feed.*
Wilson Co., John R., grain brokers.

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.*
Callahan & Sons, receivers and shippers of grain.*
Edinger & Co., grain, hay, flour.
Farmer & Sons, Oscar, hay, grain and feeds.*
Fruechtenicht, Henry, grain, feed, hay.
Kentucky Public Elevator Co., storers and shippers.*
Verhoeff & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.*

MARSHALL, MO.

Claiborne Commission Co., commission merchants.*

MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker & com., consignments.*
Buxton, E. E., broker and commission merchant.*
Clark-Burkle & Co., grain and hay.
Cook, L. P., receiver and shipper.
Davis & Andrews Co., grain, mixed feed.*
Delta Flour & Feed Co., flour, feed, meal, grains.
Denyven & Co., brokers and commission.*
Edgar-Morgan Co., mixed feed manufacturers.
Hasenwinkle, H. J., consignments.
International Sugar Feed Co., feed mfrs. and grain.
Lovitt & Co., L. B., cotton seed and peanut products.
Mississippi Elevator Co., grain dealers, feed mfrs.*
Pease & Dwyer, grain, mixed feed.
Quaker Oats Co., feed & cereal mfrs.
Royal Feed & Milling Co., mixed feed mfrs.
Sessum Grain Co., grain, mixed feed.*
U. S. Feed Co., grain, hay, mill feed.*
Wade & Sons, Inc., John, grain, feed, flour.*

MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.*

MERIDIAN, MISS.

Board of Trade Members.

Lyon & Co., A. J., whole gro., grain, feed.
Meyer Bros., wholesale groc., grain, feed.
Sturgis Co., grain dealers, mixed feed mfrs.*
Threefoot Bros. & Co., whole grain, feed, flr., gro.*

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

MILWAUKEE, WIS.

Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.*
Bartlett & Son Co., L., grain com. merchants.*
Bell Co., W. M., commission merchants.*
Blanchard Grain Co., grain receivers.*
Blanchard Grain Co., "Always Dependable."**
Buerger Commission Co., grain and seed.
Cargill Grain Co., grain and seeds.
Donahue-Stratton Co., dlsr. grain and feed.*
Flanley Grain Co., consignments solicited.
Frankle-La Budde Grain Co., feeds, grain, hay.
Fraser-Smith Co., commission merchants.*
Kamm Company, P. C., grain shippers.*
Lauer & Co., J. V., grain merchants.
Merriam Commission Co., consignments.
Milwaukee Grain Commission Co., grain commission.*
Mitchell Co., W. C., commission merchants.*
Mohr-Holstein Commission Co., grain merchants.*
Rang & Co., Henry, commission merchants.*
Rankin, M. G. & Co., grain and feed.
Rialto Elevtr. Co., grain receivers and shippers.*
Runkel & Dabmon, grain commission merchants.*
Taylor & Bournique Co., grain merchants.*
Thayer & Co., C. H., receivers & shippers.*
Updike Grain Co., consignments solicited.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Banner Grain Co., grain receivers.
Benson, Quinn Co., grain commission.*
Cargill Commission Co., grain commission.*
Carter-Sammis & Co., grain commission.*
Cereal Grading Co., grain merchants.*
Chambers-Mackay Co., screenings & mill feed.
Dalrymple Co., William, grain commission.*
Davies & Co., F. M., grain commission.*
Gee Grain Co., G. E., receivers and shippers.
Getchell-Tanton Co., grain commission.*
Gould Grain Co., receivers and shippers.*
Hankinson & Co., H. L., grain commission.
Malmquist & Co., C. A., receivers & shippers.
Marfield Grain Co., grain commission.*
McCarthy Bros. & Co., receivers & shippers.
McCaull Dinsmore Co., consignments solicited.*
Mitchell Co., W. C., grain commission.*
Poehrer Co., H., grain commission.*
Seidl, Frank J., all grains and feeds.
Sterling Grain Co., receivers and shippers all grains.*
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., mill oats and screenings.
Wernli-Anderson Co., grain commission, screenings.
Woodward Newhouse Co., grain merchants.

MOULTRIE, GA.

Delay, A. J., flour and grist mill.

NASHVILLE, TENN.

Grain Exchange Members.

Allen Grain Co., receivers & shippers.*
Allfeed Milling Co., feed manufacturers.
Kerr, S. S., receiver and shipper.*
Nashville Grain & Feed Co., receivers & shippers.
Tennessee Grain Co., receivers and shippers.*

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.*

NEW ORLEANS, LA.

Board of Trade Members.

Anderson & Jackson, Inc., exporters of grain.*
Barr, R. J., grain exporter.*
Fox Co., C. B., exporters.
Gibbons, J. T., gr. dealers, mixed fd. mfrs., exptsr.
Matthews Sons, Geo. B., mill feed manufacturers.
Nathan & Pettis, fwdg. agt. & expt. fght. broker.*
Neumond, Inc., K. & E., dlsr. & exptsr in feed articles.
Richeson Co., Inc., W. L., expt. shpg., fgt. bkg. & fg.*
Rodd & Co., Chas. M., gr. brokers & fwdg. agents.*
Waterman & Co., J. S., gr. flour & fd. bkrs., flr. jobsr.*

NEW YORK CITY.

Produce Exchange Members.

Brainard Commission Co., consignments.*
Jones & Co., M. B., buyers—quote us.*
Knight & Company, commission merchants.*
Therrien, A. F., broker.*

NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.*

OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Bennett & Co., Jas. E., gr. stocks, cotton, provisions.*
Cherokee Grain Co., grain merchants.*
Conyers Grain Co., grain merchants.*
Coyle Co., The W. H., c/s pkts., grain, hay.
Dustin Grain Co., grain, feed, seeds.*
Lang Grain Co., J. H., prompt and efficient service.*
Langenberg Bros. Grain Co., grain merchants.
Maney Export Co., grain merchants.
Marshall Grain Co., grain, feed, seeds.*
Oklahoma Export Co., grain commission.*
Okla. City M. & E. Co., grain merchants, millers.*
Rutledge Grain Co., commission merchants.*
Perkins Grain Co., W. L., commission merchants.*
Polson & Co., C. A., commission merchants.
Stinnett Grain Co., grain merchants.*
Stowers Grain Co., W. B., commission merchants.

OMAHA, NEBR.

Grain Exchange Members.

Butler Welsh Grain Co., grain merchants.*
Crowell Elevator Co., receivers, shippers.*
Holmquist Elevator Co., receivers and shippers.*
Kern Co., brokers and commission merchants.*
Leopold-Briggs Grain Co., conscientious service.
Maney Grain Co., The, consignments.*
Miller Wilson Grain Co., receivers and shippers.
Roberts Grain Co., Geo. A., grain merchants.
Stockham Grain Co., E., commission merchants.*
Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., grain commission.
Updike Grain Co., consignments.*

OTTAWA, KANS.

Ross Milling Co., The, millers, hard wheat flour.

PARIS, ILL.

McCardle-Black Co., grain commission merchants.

PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.*
Cole Grain Co., Geo. W., receivers and shippers.*
Conover Grain Co., E. B., grain commission.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.*
Harrison, Ward & Co., receivers & shippers.
Luke Grain Co., grain commission.*
McFadden & Co., G. C., consignments.
McCreery & Son, J. A., wheat, corn, oats.*
Miles, P. B. & C. C., grain commission.*
Mueller Grain Co., receivers and shippers.*
Shaffer Grain Co., J. C., receivers & shippers.*
Turner Hudnut Co., receivers and shippers.*
Tyng Grain Co., commission merchants.*
White Grain Co., consignments solicited.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.*
Dunwoody Co., E. L., flour, grain, feed.*
Lemont & Son, E. K., wheat, corn, oats, flour, feed.
McKay, Donald, grain and millfeeds.
Magee & Co., Geo. A., receivers & shippers.
Miller & Sons, L. F., grain, seeds, hay.*
Richardson Bros., grain, flour, millfeeds.*
Richardson, Geo. M., grain and feeds.*
Rogers & Co., E. L., hay, straw, grain, feed.*
Standard Hay & Grain Co., grain and hay.
Stites, A. Judson, grain & millfeed.*
Young & Co., S. H., wheat, corn, oats.

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Allen & Co., H. S., grain & hay.*
Blwood & Co., R. D., hay and grain.*
Foster Co., C. A., grain merchants.*
Geidel & Leubin, grain and hay.
Hardman & Heck, grain, hay, millfeed.*
Harper Grain Co., corn a specialty.*
Heck & Co., W. F., grain, hay, millfeed.*
Herb Bros. & Martin, grain and hay.
McCaffrey & Sons, Daniel, hay & grain.
McCague, R. S., grain, hay.
Rogers & Co., Geo. E., grain & hay.*
Smith & Co., J. W., grain merchants.*
Stewart & Co., Jesse C., grain and mill feed.
Walton Co., Samuel, grain and hay.*
Young & Fisher, brokerage and commission.*

PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

PORTLAND, MAINE.

Casco Grain Co., wholesale, grain & feed.
Doten Grain Co., The, grain, feed, flour.
Maine Grain Co., grain, feed and flour.
Paris Flouring Co., flour, grain and feed.*

PORTLAND, ORE.

Northern Grain & Warehouse Co., grain exporters.*
Pacific Coast Elevator Co., grain.*
Pacific Grain Co., grain exporters.*
Tri-State Terminal Co., general grain and bags.*

PUEBLO, COLO.

McClelland Mc'l I. & R. Co., grain hay, and feed.*

QUINTER, KANSAS.

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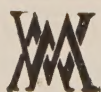
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WHEAT - CORN - OATS
TO
J. A. McCREERY & SON
PEORIA
"The Top of the Market for You"Peoria offers a strong outlet for
NEW CORN
W. W. DEWEY & SONS
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26 CHAMBER OF COMMERCE, PEORIA, ILL.**MUELLER GRAIN COMPANY**
Receivers and Shippers
GRAIN
Consignments Solicited. Track Bids Made on Request
Room 39 Chamber of Commerce, Peoria, Ill.**G. C. McFADDEN & CO.**
Merchandisers of Grain
Shippers of Corn and Oats
Members Chicago Board of Trade PEORIA, ILL.**E. B. CONOVER GRAIN CO.**Operators of The Conover-McHenry Elevator.
Storage Capacity, 600,000 Bushels Daily. Handling Capacity, 150 Cars.
Grain Bought to Arrive or Sold for Shipment.

Consignments Solicited.

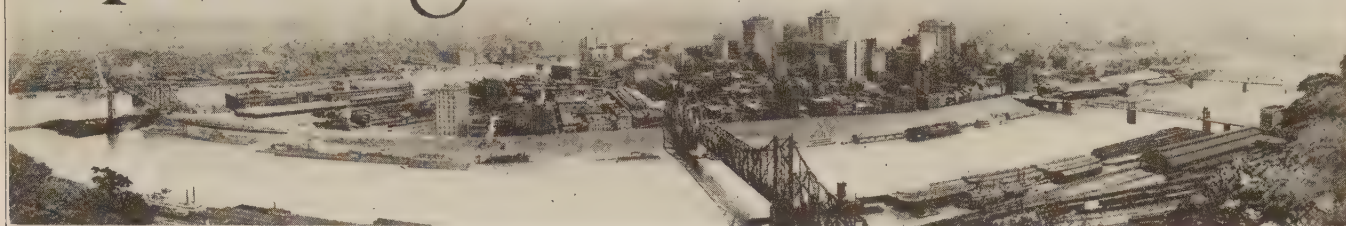
PEORIA, ILLINOIS

J. C. SHAFFER GRAIN CO.
RECEIVERS and SHIPPERS
GRAIN CHICAGO
No. 9 Jefferson Building, PEORIA, ILL.
Branches: Rochelle, Streator, Bloomington,
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Receivers **GRAIN** Shippers
42-47 Board of Trade**H. D. BOWEN GRAIN CO.**
Receivers and Shippers
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OLD MASONIC TEMPLE, PEORIA, ILL.**P. B. and C. C. Miles**Established - 1875
Incorporated - 1910

Peoria, Illinois

Handling Grain on Commis-
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GRAIN MERCHANTS
CONSIGNMENTS SOLICITED
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5 Chamber of Commerce. PEORIA, ILL.

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What will you do? Will you go on indefinitely in the same thin trail with your head down, watching the heels of the man ahead, or will you raise your head, look about you and be ready when the opportunity presents itself?

Here's Opportunity. The following Grain and Hay Exchange members are in business to serve you, and serve you right.

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7-8 Board of Trade

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BU. ELEVATOR**FEDERAL GRAIN CO.**

SUCCESSORS TO

AYLSWORTH GRAIN CO.

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Kafir and Milo*Yes Sir!*We Handle
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311 Board of Trade KANSAS CITY, MO.

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SIX MILLS—13,500 barrels capacity—all catering to the popular demand

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Milling Hard and Soft Wheat

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Bulk or Sacked.

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Members: Kansas City, Chicago, St. Louis, Atchison and Denver Exchanges

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COMMISSION
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We Are Always in the Market for Wheat

FLOUR EXCHANGE BLDG.

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STRICTLY
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McCarthy Bros. Co.

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all kinds of grain. Get our
offers, or try us with your
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"Best Service—First, Last and Always"

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EFFICIENCY is our watchword; SATISFACTION your reward

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Especially Equipped to Handle
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WOODWARD-NEWHOUSE CO.
Minneapolis, Minn.

Grain Commission

SHEFFIELD ELEVATOR COMPANY
MINNEAPOLIS

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Milling Barley
WIRE FOR QUOTATIONS

CORN -- OATS -- BARLEY -- RYE
For Prompt Shipment in any
Quantity

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SHIP TO

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In Business Since 1855
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All Grains—Including Winter Wheat
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Grain Commission

Matchless Service

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St. Louis

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FASTEST GROWING COMMISSION HOUSE IN AMERICA
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"One car leads to another"

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isn't worth advertising
advertise it for sale.

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help us by saying so

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who want to reach the regular
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"The top 'o the market to you"

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Terminal elevator capacity
250,000 bushels. Buyers and
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Central Iowa Grain Co.
GRAIN MERCHANTS
Consignments Solicited
Exceptional Service Assured
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May be treated by the New Process of Injecting
Food Values into the Bales to create an econom-
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MODERN FLOUR MILLS
1,000 Bbls. Daily
In the Market for
Red Winter Wheat
MACON, GA.

Always in the market for
CORN OATS WHEAT
RYE BARLEY
Get our bids before selling
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Corn, Oats, Mill Feed
Ask for Prices

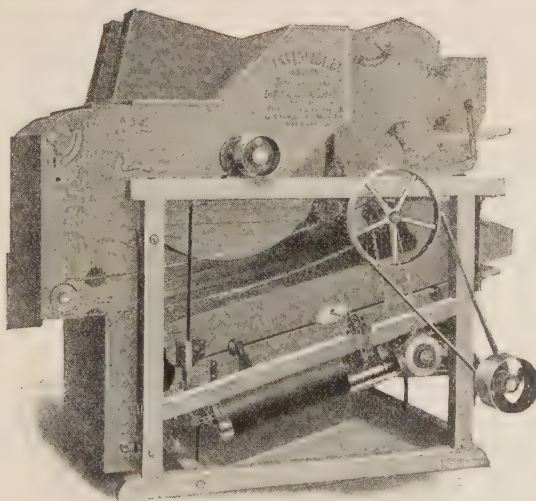
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SALINA PRODUCE CO.
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All Kinds of Grain
SALINA, KANSAS

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Let the Grain Dealers Journal
Want Ads do your work.
They bring quick results.

Alfalfa Grain Products Co.
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"Everything in the Feed Line"



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Appears on every machine turned out of our shops.
It has stood for Quality and Value since 1896.

Were you to pay us ten times the price we ask,
we could build no better machines than we
build now. It can't be done.

Hundreds of users know this is true and they
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Globe Combination Auto Truck & Wagon Dump

SIMPLE - RELIABLE - PRACTICAL

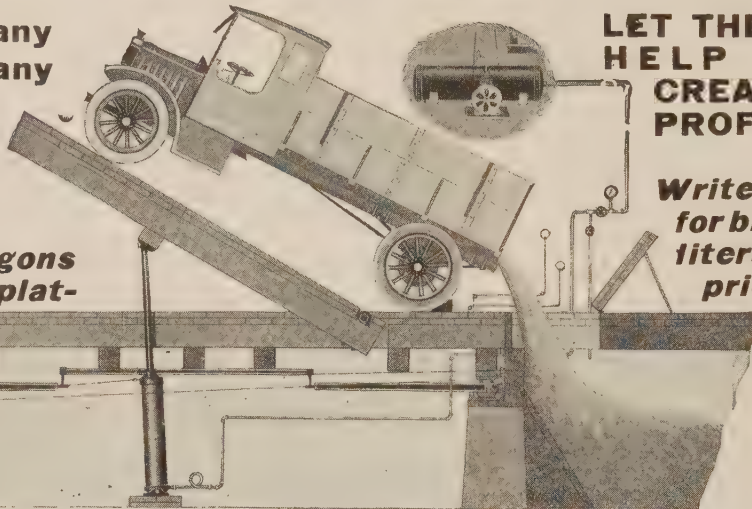
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Manufactured by
Globe Machinery and Supply Co.
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Not Sold on Price Alone—But on Quality and Service

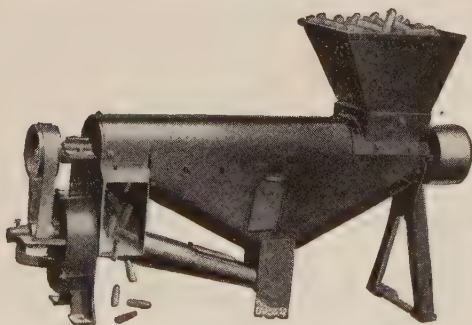
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Dumps, Trucks, Wagons and Sleds--all on one platform and clean into one pit-hole.



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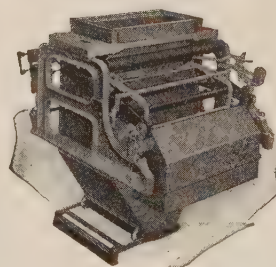
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MODERATE IN PRICE

Triumph Corn Shellers shell corn thoroughly without breaking the cob or the kernels. They are well built and dependable, yet moderate in price because of their simplicity.

Bulletin with complete information upon request.

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 Main Office and Works: Cleveland, Ohio



The Practical and Efficient Shipping Scale
 for
 the Country Elevator
THE RICHARDSON

FULLY AUTOMATIC, self-registering Shipping Scale

RICHARDSON SCALE COMPANY

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Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers. Some dealers record oats receipts in front and corn receipts in the back of book; others use a separate book for each kind of grain.

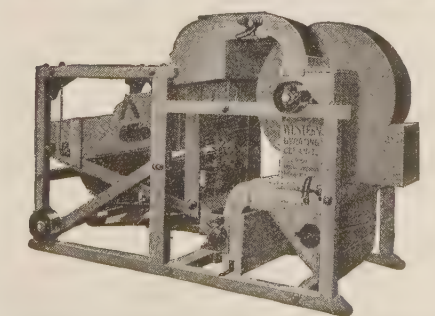
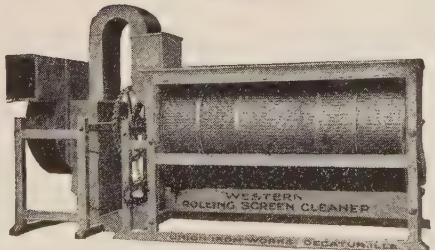
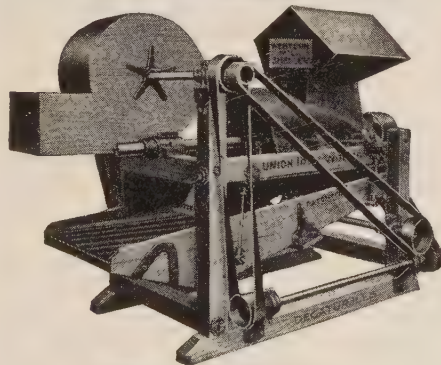
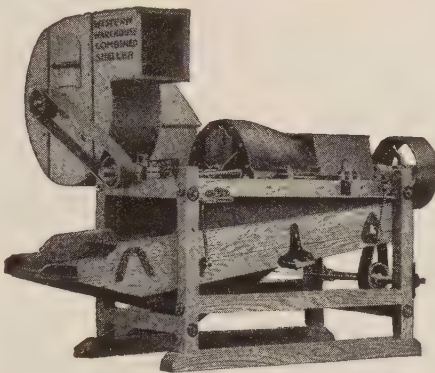
Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Lined Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380.

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GRAIN DEALERS JOURNAL

305 South La Salle St., CHICAGO, ILL.



WESTERN
Shellers and Cleaners
RANK FIRST
IN
SERVICE
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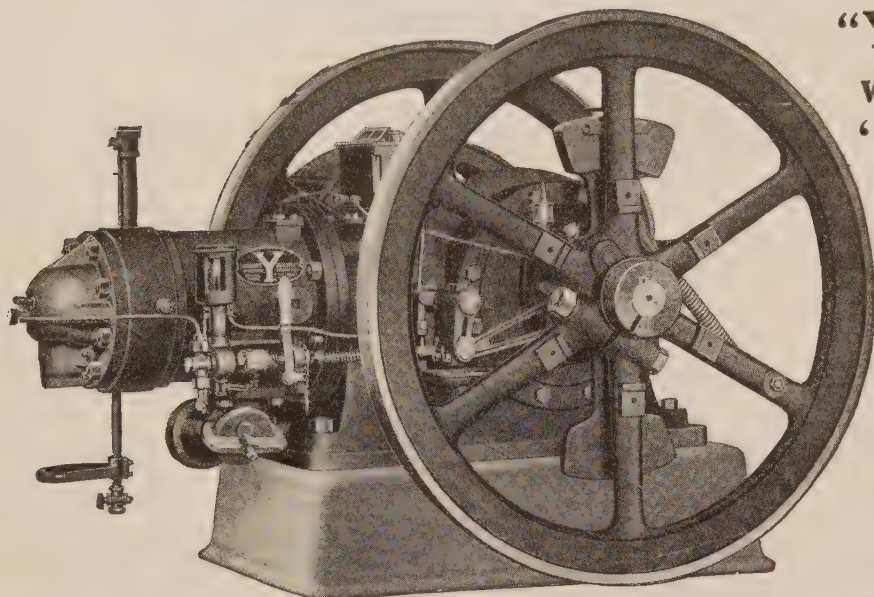
We also manufacture a complete line of Grain Elevating and Power Transmission Machinery. A complete stock is always on hand in our plant, making it possible to offer exceptional service in the way of prompt shipment.

Send for our new catalogue No. 27.

*Give Us a Chance to
Prove These Statements*

UNION IRON WORKS
DECATUR, ILLINOIS

Fairbanks-Morse "Y" Oil Engines



**"You Can't Go Wrong
with a Fairbanks-Morse
"Y" Oil Engine**

The elevator owner who said this gives his opinion after long experience with other forms of power.

"Y" oil engines 10 H.P. to 200 H.P. economically use low-priced fuel oil. They are easy to start—simple to operate. The man who runs it can do a day's work around the elevator, besides. Valveless, without carburetors, magnetos, igniters, timers, etc. No hot bulb or water injection into cylinder.

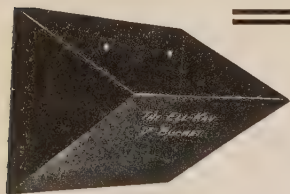
Full information as to how the "Y" can best fill your power requirements sent on request.



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Oil Engines - Pumps - Electric Motors and Generators - Fairbanks Scales - Railway Appliances - Farm Power Machinery



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"Standard" Buckets are built to endure long, hard usage. Designed to obtain perfect discharge at high speed.

Size for size, you'll find Standard Buckets from 2 to 4 gauges thicker than usually found in this type.

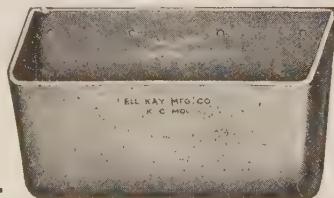
Made in sizes 3 x 3 inches to 20 x 8 inches—large sizes, steel braced at center.

No matter what your requirements may be in steel or galvanized Mill and Elevator equipment, you owe it to your pocketbook to get our quotations.

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require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

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" D—Loss in Market Value Due to Delay in Furnishing Cars.

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These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

The five forms are well bound in three books, as follows:

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Send all orders to

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305 South La Salle Street

CHICAGO, ILL.

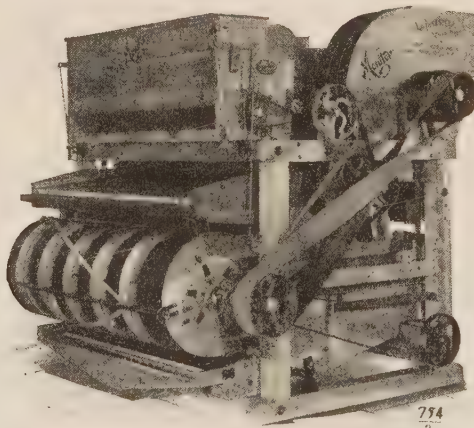
1,000,000
Bushel
Grain Elevator



*Completely equipped with 42 Allis-Chalmers
Type "AN" Squirrel Cage Induction
Motors totalling 1493 Horse Power.*

Allis-Chalmers Mfg. Co.
Milwaukee, Wisconsin

Monitor



What do the modern houses in the highly competitive markets use to meet competition? To succeed, they must be equipped with the best. So when they want to obtain certain results, they investigate. Ever notice how a MONITOR always has a place in such plants?

If the separation is "wheat from oats" the MONITOR NORTHWESTERN is the favorite. Its work has made it so.

Canadian Plant
HUNTLEY MFG. CO., Ltd.
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HUNTLEY MFG. CO.

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SILVER CREEK, N. Y.

We Make a
SPECIAL BUSINESS
of
REPAIR WORK

Our Repair Crews for
REMODELING and OVER-
HAULING GRAIN ELEVATORS
Go All Over The Grain Territory

If you have any changes in view, write us and we will send an engineer, without cost to you to estimate your work.

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OUR MOTTO for over twenty-five years has been **SAFETY FIRST.**

During these years we have equipped hundreds of elevators with dust collecting systems to



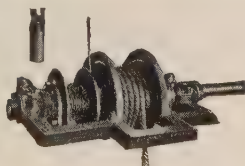
prevent explosions, and no dust explosion or loss of a single life has occurred in one of them.

Your liability attaches if you don't protect your elevator and workers.

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Minneapolis, Minn.



Conveying, Elevating
and

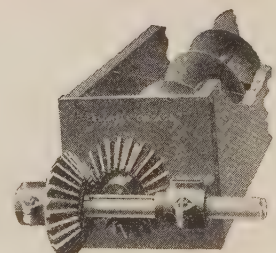
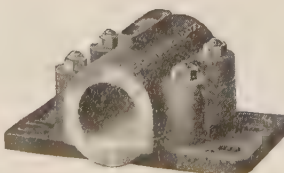
Power Transmitting Machinery

"HELICOID" AND SECTIONAL FLIGHT SCREW CONVEYOR, STEEL CONVEYOR TROUGHS, STEEL LEG CASINGS, BOOTS, BUCKETS AND BOLTS FOR ELEVATORS, CAR PULLERS, POWER GRAIN SHOVELS, DISTRIBUTING SPOUTS, TURN HEADS, BELT CONVEYORS, PULLEYS, GEARS, BEARINGS, SHAFTING, FRICTION CLUTCHES.

CATALOG No. 45 SENT ON REQUEST

H. W. Caldwell & Son Co.

CHICAGO--17th St. and Western Avenue
 DALLAS, TEX., 709 Main St. NEW YORK, 50 Church St.





WEBSTER EQUIPMENT

The ruggedness of Webster equipment has deservedly given it high rank for dependable performance in meeting the exacting demands for long, hard usage. Its resistance to depreciation is a factor of great importance in solving the problem of moving materials quickly and economically. It is just this distinction which makes Webster equipment an economical investment, for true machinery economy comes from an ability to give the utmost in service at a minimum cost for repairs and over-hauling, thus preventing the serious handling interruptions which are such costly items in production. In this respect, alone, Webster equipment affords unusual satisfaction.

It is logical, therefore, that Webster material handling equipment should appeal to buyers of machinery.

If you have an elevating or conveying problem, why not solve it NOW with the assistance of engineering specialists and a factory having uninterrupted service record of over forty years.

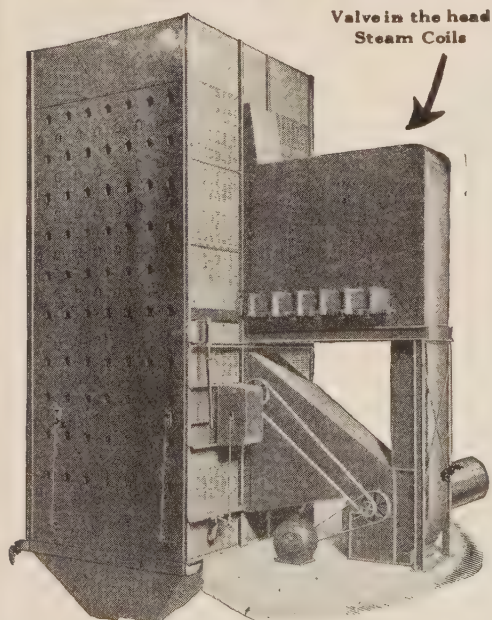
The Webster Manufacturing Company

4500-4560 Cortland St., Chicago

FACTORIES: TIFFIN, OHIO, AND CHICAGO.

SALES OFFICES IN PRINCIPAL CITIES

MORRIS GRAIN DRIERS



"MORRIS DRIED SAME AS SUN DRIED"

BE PREPARED

BUY AN AUTOMATIC MORRIS

You will use it every year.

AUTOMATIC and SELF CONTAINED

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will BUY A MORRIS if you buy a Drier.

We Also Offer a Complete Line of Direct Heat Driers

THE STRONG-SCOTT MFG. COMPANY

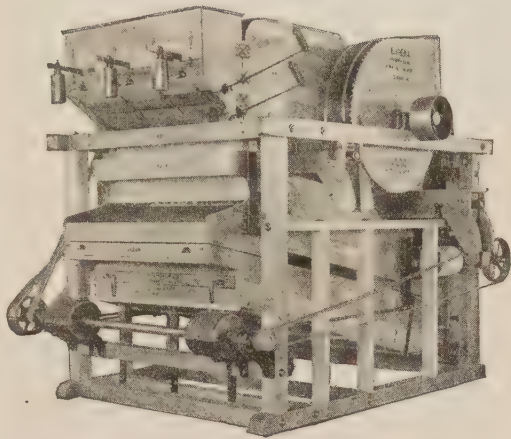
"Everything for Every Mill and Elevator"

GREAT FALLS

SPOKANE

MINNEAPOLIS

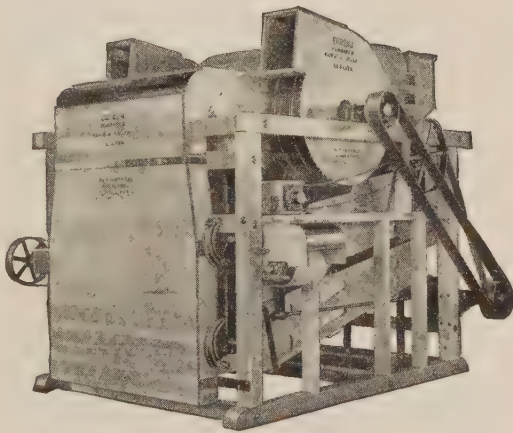
WINNIPEG



This NEW EUREKA For Cleaning CORN and SMALL GRAINS IS A Masterpiece of Efficiency!

We purposely ask you to forget any preconceived standards you may have had of efficiency, because we believe this Cleaner is going to sweep aside every precedent of desirability that you may have had of any machine designed for a like purpose.

This, our latest offering, represents the utmost in highly developed knowledge and skill.



**EUREKA
SERVICE SATISFIES**



WRITE FOR BULLETIN

**S. HOWES COMPANY, Inc.
SILVER CREEK, N. Y.**

SPEAR



Sample
Envelopes



The Best

**Grain Samples Sent the Spear Way
Always Reach Destination**

The value of supplying your customers with clean, promptly delivered samples is obvious. Do not neglect the important factor of good sample envelopes.

Write us for samples and prices today.

HEYWOOD MFG. CO.
420 N. 3rd St. Minneapolis, Minn.

WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Gravity Cleaner
Attrition Mill	Herringbone Reduction Gears
Bag Closing Machine	Lightning Rods
Bags and Burlap	Manlift
Bearings { Ball	Moisture Testers
Roller	Oat Bleachers and Purifiers
Belt	Oat Clipper
Boots	Painting or Repairing
Buckets	Portable Elevator
Car Liners	Power { Gas Engine
Car Loader	Kerosene Engine
Car Mover	Motors
Car Puller	Power Shovel
Car Seals	Renewable Fuse
Cleaner	Rolls for Cracking Corn
Clover Huller	Sample Envelopes
Coal Conveyor	Scales
Conveying Machinery	Scarifying Machine
Distributor	Self Contained Flour Mill
Dockage Tester	Separator
Dump { Auto Truck	Sheller
Wagon	Sieves
Dump Controller	Siding-Roofing { Asbestos
Dust Collector	Steel
Elevator Leg	Silent Chain Drive
Elevator Paint	Spouting
Feed Mill	Storage Tanks
Fire Barrels	Testing Apparatus
Grain Driers	Transmission Machinery
Grain Tables	Transmission Rope

or anything used in a grain elevator.

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago

1921 Will Bring PROFITS With A GODFREY CONVEYOR

Regardless of the kind of coal you handle, a "Godfrey" will

*Save time and labor
Eliminate demurrage
Keep equipment moving
Increase business capacity*

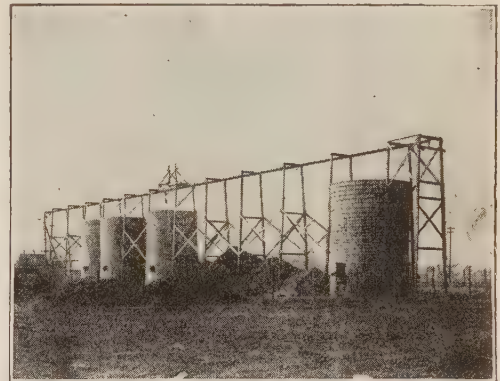
Only ONE MAN is required to operate a "Godfrey."
No shoveling.

Write for catalog A-8

Godfrey Conveyor Company
107-127 13th Street Elkhart, Indiana



Installation showing "Shed Covering" and open storage.
Coal is deposited in piles under covering of sheds.



A popular type of installation, showing adaptation for
Silo Storage.

Humphrey Elevator

The Pioneer Employees Belt Elevator

The employee's Elevator was the invention of **Seth K. Humphrey**, a miller himself, who knew from experience how much energy and valuable time was wasted climbing stairs in mills and elevators.

In 1887, the first **Humphrey** Employee's Elevators were manufactured and installed—and today most of these pioneers are in active use.

From the very start, employers have been quick to see the advantages the **Humphrey** possessed, reducing the costly waste of energy and time while saving its cost many times over.

Other manufacturers have imitated, but **Humphrey** performance and the high standard of **Humphrey** quality have grown to mean so much that all employees elevators are often referred to as **Humphrey**.

There is only one Humphrey—made by the Humphrey Elevator Co., at Faribault Minn., with representatives in principal cities. That's why we say



*If not made by Humphrey Elevator Co
it's not a genuine Humphrey*

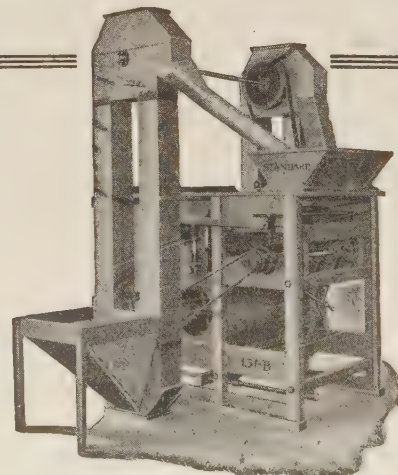
HUMPHREY ELEVATOR CO.
SOLE MANUFACTURERS
FARIBAULT -- MINNESOTA

The Progressive Grain Dealer is interested in the cleaner that will effectually do his work with the least trouble and expense. In the

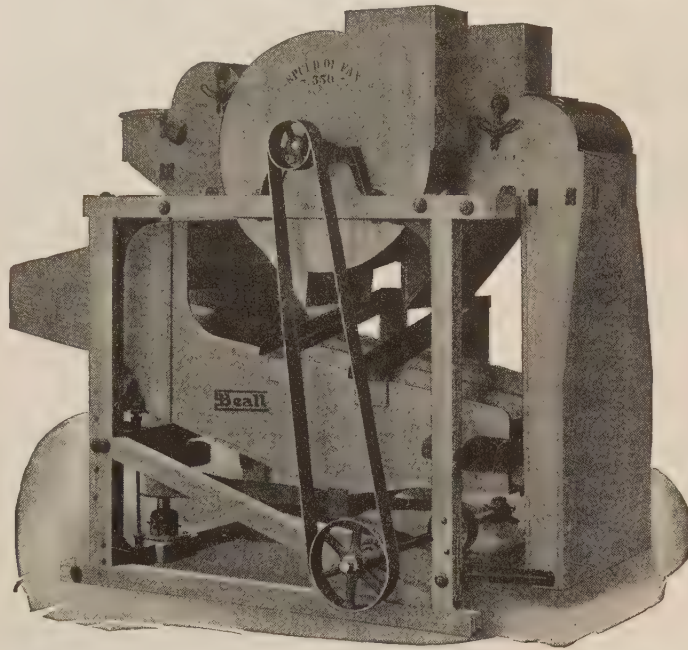
STANDARD

you have embodied simplicity, economy and completeness. Write for our catalogue giving full particulars.

The International Mfg. Company
CRESTLINE, OHIO



The Beall Grain Separator



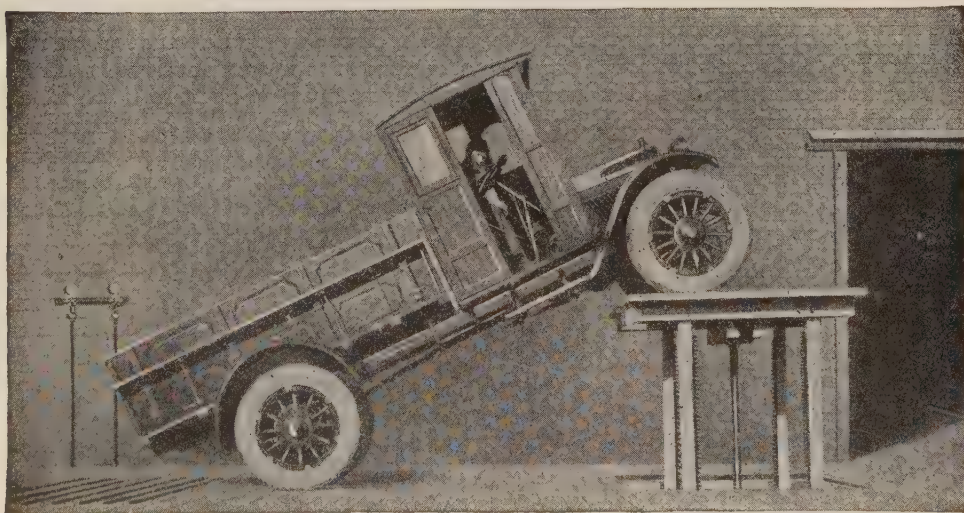
A splendidly balanced, smooth-running machine that pays a good profit wherever used, cleaning grain evenly and thoroughly with two independent fans.

Beall
THE MARK OF QUALITY

The air system is as perfect as modern ingenuity can make it. Never any disappointment. Send for Catalogue giving full working particulars and complete details.

Beall Improvements Co., Decatur, Ill.

TRAPP DUMPS ARE ALWAYS RELIABLE



fectly protected against binding; and, unless there is this special protection there is danger that the lift-platform will become insecure and unsafe, after a few months of continual dumping service.

ORDER A TRAPP DUMP and you can be sure beforehand that you will get the best dumping system made.

Trapp-Gohr-Donovan Company

1125-27-29 North 22nd St.

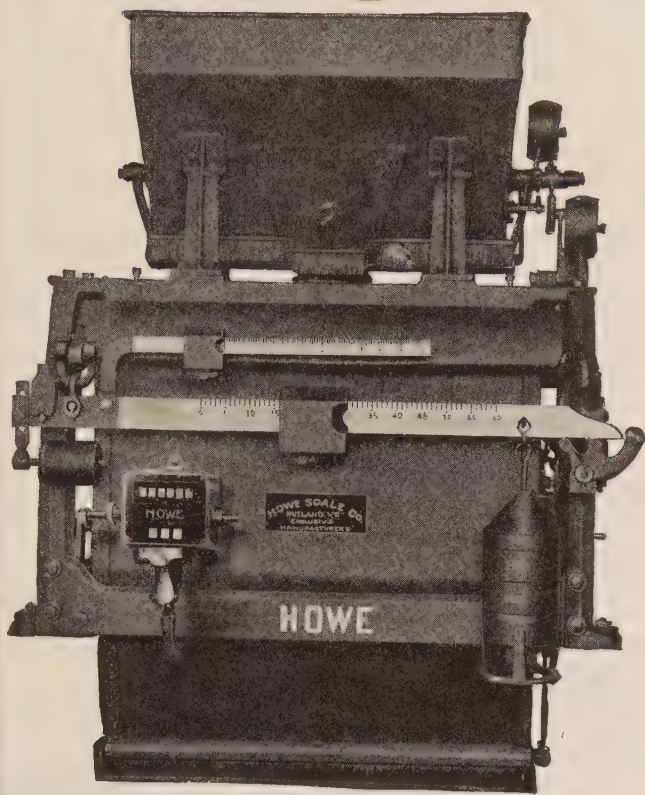
OMAHA, NEBRASKA

Either our Truck Dump or our Combination Truck and Wagon Dump would give you the very best of service in dumping all kinds of trucks, of all makes and sizes. You can absolutely depend on the Trapp Dump to operate with entire safety, yet without any waste of time.

Trapp Dumps work as quickly as possible in order to have dumping service that is positively without danger of any accidents. The Trapp Dump-Lift is fully protected against binding. The Trapp interlocking gears hold the platform firm at every degree of elevation; these gears are installed at all four corner posts of the dump-lift; the gears interlock and act as a positive counter-balance.

Trapp Dumps are the only ones that have the dumplifts per-

Weigh Accurately



The whole object of weighing is to know accurately the quantity; and any such system is useless, unless it will determine this minutely and definitely. Science and mechanical practice has demonstrated that for this purpose, the scale lever is the best for determining the fractions of pounds, and this is the principle of the

Howe Automatic Scale

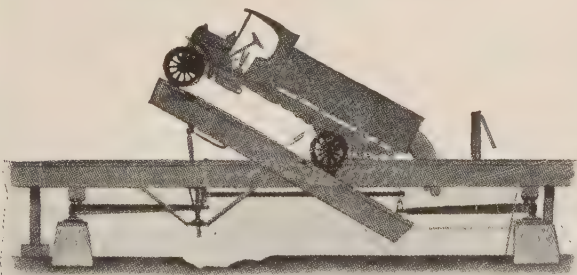
This Company has designed a new double recording counter and ticket printing register combined in one—shown in illustration.

Howe Scale Co. of Illinois

CLEVELAND, OHIO, 1424 W. 9th St. Henry Vogel, Mgr.
CHICAGO, ILL., 1315 So. Wabash Ave. O. B. Main, Mgr.
ST. LOUIS MO., 512-514 St. Charles St.
KANSAS CITY, MO., 1510 Main St. W. C. Peak, Mgr.
PITTSBURGH, PA., 112 Wood St. J. B. Bishop, Mgr.

Use a BENSON TRUCK DUMP

The simplest Combination Dump made for Auto Trucks, Wagons and Sleighs
ENTIRELY HAND OPERATED



We have installed hundreds of truck dumps and **WE KNOW**

GRAIN DEALERS SUPPLY CO.

MANUFACTURERS AND CONTRACTORS

Designs and estimates furnished for new elevators

WE BUILD IN WOOD OR CONCRETE

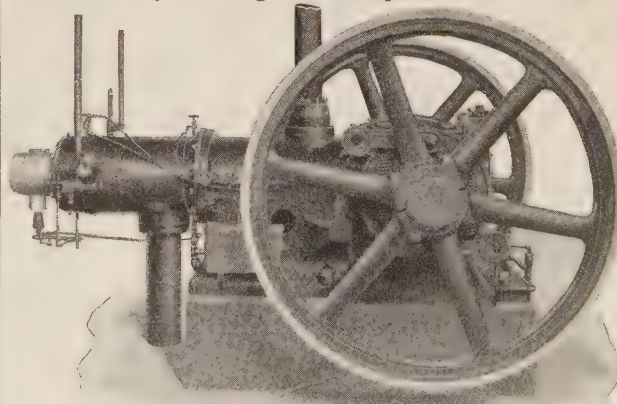
SPECIALISTS IN REPAIR WORK

Write us at
MINNEAPOLIS MINNESOTA

The MUNCIE CRUDE OIL ENGINE

Will give you the kind of service and economy in operation you are looking for.

Fuel Oil or Kerosene, Gas Oil or Power Distillate use which you can get at cheapest cost.

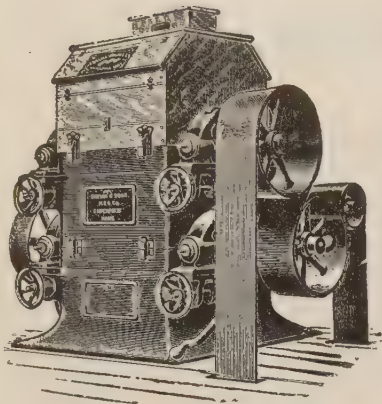


Sizes to suit any Mill—No extra expense for too much surplus power—Quick starting—Smooth running.

DISTRICT DEALERS WANTED—For Flour and Feed Mill and Elevator Trade.
Good Territory Open for Live, Responsible Representatives.

ADDRESS

MUNCIE OIL ENGINE CO.
320 Grand Ave. Muncie, Indiana



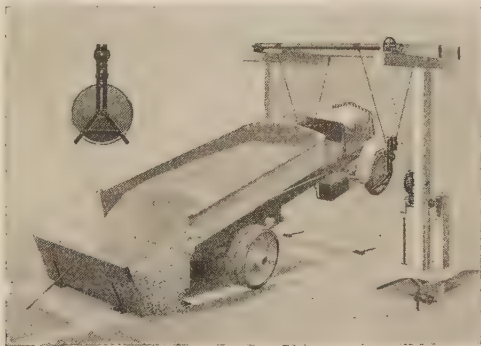
More Profits

The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other sideline is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

J. B. Ehrsam & Sons Mfg. Co.
Enterprise, Kansas

McMILLIN TRUCK DUMP

(Patent Pending)



Does not interfere with regular driveway.

Leaves wagon dumps in place.
No part under driveway floor.
Handles no extra weight.
Dumps wagons or trucks.
Can hoist to any angle.
Operated either by power or hand.
Raised and lowered by Friction.
Small amount of power used.
Completely under operator's control.
Only one dump door required.
No trouble in hitting dump door.
Any length of trucks dumped.
Lifted free. No part to bind.
No strain on any part of truck.
Firm and substantial wheel hook.
Wheel hooks easily attached and detached.
No delay while installing.
Can be installed any place.
Heavy and substantial material used.
Small installation cost.
Out of the way when not in use.

Only One Mechanism Required for Dumping at Any Number of Dump Doors

Simple—Durable—Practical—Speedy—Substantial
Reasonable in Price—Easily Installed

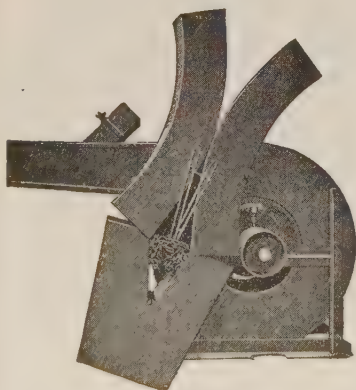
FOR FURTHER INFORMATION ADDRESS

L. J. McMILLIN

525 Board of Trade Bldg.

INDIANAPOLIS, IND.

Designer and Builder of Grain Elevators



30 DAYS TRIAL

Dust is Dangerous to Health

There is no need to ruin your health or the health of your men by scooping grain in a dirty, dusty car. Our system is not only simple but effective.

You can load every car to full capacity with a Boss Air Blast Car Loader, without any scooping in the car. You can also clean the grain as you load if you desire. O. N. East, of Milmine, Ill., says it is superior to a regular grain cleaner.

We manufacture Stationary outfits for installation in elevators, also portable outfits with and without engines. Prices range from \$150.00 to \$1,185.00. They handle both EAR corn and loose grain. Write for Trial Offer and complete catalog. It will pay you.

MAROA MANUFACTURING CO.,

Dept. G.,

Maroa, Ill.

KIMBALL ELEVATORS & MANLIFTS



Passenger or Freight
For Grain Elevators & Mills
Electric or Hand Power

Complete Line

KIMBALL BROS. CO.

1100 Ninth Street
COUNCIL BLUFFS, IOWA

Branches: 202 Scott Thompson Bldg., Oklahoma City,
610 Delaware St., Kansas City, Mo.

THE GRAIN DRIER WITHOUT A BOILER THAT'S A RANDOLPH

Manufactured by
O. W. RANDOLPH CO.
TOLEDO, OHIO

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES
10,000 SHIPPERS
Are now using them

Write for samples and prices.

INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice-President
617 Railway Exchange Bldg., CHICAGO, ILL.

THE RISING COST OF A LETTER

It is now costing you something like 15 cents for each business letter as per list below. The remedy is not to use fewer letters but to produce better letters and part of a better letter is its appearance. Give your effort the good impression that follows good stationery. Steel Die Embossed Stationery is to the letter what good clothes are to the salesman, and the extra cost over the ordinary kind where you send out 25 letters per day does not exceed 10 cents.

Here is a conservative list of letter cost per hundred. (This schedule omits cost of dictator's time, the largest item of all.)

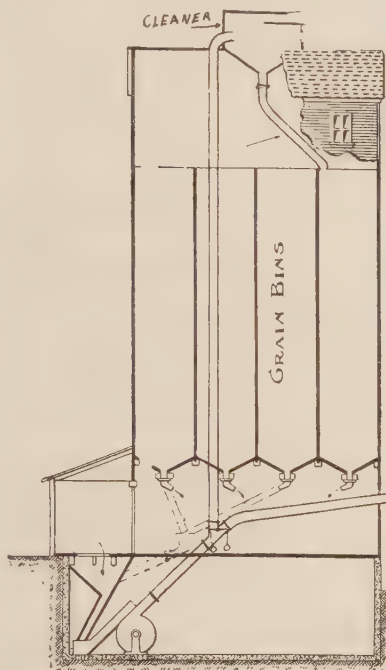
Type	Steel Die Printed	Embossed
Stenographic Wages, assuming 50 letters per day, \$15 per week...	\$5.40	\$5.40
Office overhead	5.40	5.40
Postage	3.00	3.00
Envelope making08	.08
Paper, high grade, 20 lb.	1.00	1.00
Type Printing Letter Head and Envelope	.40
Steel Die Embossing Letter Head and Envelope80
	\$15.28	\$15.68

We make anything that is engraved on paper. Business and personal Xmas greeting cards. Samples willingly furnished.

THE AMERICAN EMBOSING CO.
192-96 Seneca Street Buffalo, N. Y.

Bernert Grain Blower and Conditioner

Sectional view elevator installation of the Bernert Grain Blower and Conditioner fitted with Combined Elevator and Loader attachment. Note how simple the equipment. Only one machine with



one pipe leading up into the Cleaner and another leading to the car. By simply pulling the chain leading from the valve lever, connections can be switched in an instant from either elevating to loading, or loading to elevating. No nuts or bolts to be loosened; no stops necessary.

The Bernert Grain Blower and Conditioner is the most simple and most adaptable machine for elevating grain and similar material whether stationed inside or outside of building.

A lower or entirely done away with basement, no overhead transmissions, faster and less expensive installation, all operating machinery on the ground floor, less fire hazard, etc., are all points in favor of this system.

Grain is being received the same as with the

bucket system, spouted or dumped direct into the hopper of the machine.

For further information, write for catalog to the

Bernert Mfg. Co.

NORTH MILWAUKEE, WIS.

For elevator and mill supplies we issue a net price catalog. If in the market write us for one.

WHITE ★ STAR ★ CO.
WICHITA, KANSAS

When You Think of Electrical Construction or Repairing—THINK OF

Pierson-Wilcox Elect. Co.
MINNEAPOLIS, MINN.

ESTABLISHED 1898

THE BUSY SEASON

Of elevator building and repairing is here. Repairs are big items in maintenance of machinery. Shrewd purchasers estimate and calculate them closely.

ECONOMY OF SPACE and ECONOMY IN USE are important features.

THE HALL SIGNALING DISTRIBUTOR



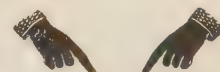
is a simple, efficient, durable device which accomplishes ends none others reach, as a thousand users will testify.

HALL SPECIAL (ELEVATOR LEG)

over a Hall Non-chokable Boot, equipped with Omaha Buckets, is a paragon in efficiency, doubling the capacity of the same size leg of other designs and doing it automatically without back-legging or mixing grain and without attention at the feed gate.

Write for our Catalogues.

Hall Distributor Company 222 Railway Exchange Bldg. Omaha, Nebr.



BAD ORDER CARS cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevent leakage in transit and we make Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

The Kennedy Car Liner & Bag Co.
Shelbyville, Indiana

Canadian Factory at Woodstock, Ontario

Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
Box 404 South Bend, Ind.



Dust
Collection
is

Profit Collection

When You Install a
NEW "1905"

CYCLONE DUST COLLECTOR

In the first place it is saving the possible total loss of your house by dust explosion; second, the dust and screenings so collected can be sold; and in the third place it effects a saving of one-half in power cost. The revenue thus produced by the collector will pay for it many times over.

Investigate before it's too late.

THE KNICKERBOCKER CO.
JACKSON, MICH.

GRAIN ELEVATOR BUILDERS



FARMERS UNION ASS'N
Tangeman, Nebr.

YOUNGLOVE CONSTRUCTION CO.

CONTRACTING ENGINEERS

WOOD AND CONCRETE
COAL AND GRAIN

ELEVATORS

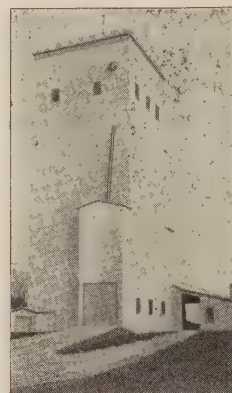
EXPERT REMODELING

SELLING ALL ELEVATOR

MACHINERY AND SUPPLIES

LICENSED ENGINEERS

SIOUX CITY, IOWA



THE illustration shown is of an elevator designed and built by us. May we build one for you?

Write and tell us when to call and go over the proposition with you.

Corn Belt Engineering & Construction Co.

BLOOMINGTON ILLINOIS

Your Individual Needs
are respected when your elevator
is designed and built by

W.H. CRAMER CONSTRUCTION CO.
NORTH PLATTE, NEB.
Write for Details of Our System



CLEMANS & MARTIN

Contractors and Builders
SOUTH SOLON, OHIO
GRAIN ELEVATORS
Concrete or Wood

Now is a Very Good Time to Build

For those who have been waiting for a reasonable price period to go ahead with long-needed facilities, we feel that the present time furnishes the opportunity. The declines in building materials entering into Grain Elevator Construction, particularly steel, cement and lumber, together with the added efficiency of labor, have brought building costs to a decidedly lower level. Added to this is the elimination of the uncertainty of getting materials without paying a heavy premium, all of which added to construction costs.

We will be pleased to submit estimates and further information without charge to those interested in any new building pertaining to the Grain and Milling Trade.

**THE SPENCER
CONSTRUCTION COMPANY**
Garrett Building, Baltimore, Md.
Grain Elevator and Mill Building
Specialists

R. M. VAN NESS CONSTRUCTION CO.

Engineers and Builders of

MODERN WOOD and FIREPROOF ELEVATORS

We furnish plans and estimates
Room 3 Grain Exchange

Write us about your requirements
OMAHA, NEB.

The STAR ENGINEERING COMPANY BUILDERS OF GOOD ELEVATORS

WICHITA, KANSAS

*Write, phone or call us when you are in need of
a Good Country Elevator or Engineering Service*

Successors to the Construction Department of the White Star Company

A. F. ROBERTS ERECTS FURNISHES

ELEVATORS
CORN MILLS
WAREHOUSES

PLANS
ESTIMATES
MACHINERY

SABETHA

KANSAS

CARS ARE SCARCE— —YOU NEED EXTRA STORAGE SPACE GEO. W. QUICK & SONS CAN SUPPLY YOUR NEED

Designers and Builders of Concrete Elevators,
Storage Tanks and Coal Pockets
TISKILWA, ILL.

HICKOK Construction Co. MINNEAPOLIS ELEVATORS

J. E. WOOLSTON

206 Woodland Ave. Bloomington, Ill.

CONTRACTOR and BUILDER of GRAIN
ELEVATORS—Wood or Concrete

Special Attention given to Repair Work

Burrell Engineering & Construction Co.

1102-1110 Webster Bldg. Chicago, Ill.
404 Scarrit Arcade, Kansas City, Mo.

DESIGNERS & BUILDERS
GRAIN ELEVATORS, FLOUR MILLS AND
ASSOCIATED BUILDINGS

D. F. HOAG & CO.

Designers and Constructors of

GRAIN ELEVATORS

Corn Exchange, Minneapolis

BIRCHARD CONSTRUCTION CO.

CONTRACTORS GRAIN ELEVATORS

Mills and Warehouses

Especially Designed for Economy
of Operation and Maintenance

704 Terminal Bldg. LINCOLN, NEB.

GRAIN ELEVATOR BUILDERS

DO YOU

Want to Know the Value of
Your Elevator?

Write an experienced graduate
engineer and estimator, and
have an estimate made at once.

E. D. MAYO, M. E.
700 Flour Exchange Building
MINNEAPOLIS, MINN.

C. W. BAILEY

Contracts and Builds
Modern Grain Elevators

We can furnish and install equipment in old or new
elevators, guaranteeing greater capacity with less
power, and positive Non-Chokable working leg.
Let us show you

433 Railway Exchange Bldg., OMAHA, NEB.

L. J. McMILLIN

ENGINEER and CONTRACTOR of
GRAIN ELEVATORS

Any Size or Capacity

523 Board of Trade Bldg., Indianapolis, Ind.

If you wish to build your elevator
right, my eighteen years
experience is at your command.

C. E. BIRD & CO.

MINNEAPOLIS MINNESOTA



R. E. Jones Co., Wabasha, Minn.

We have the most complete
organization in the Northwest
for the construction of

**GRAIN and COAL
ELEVATORS**

T. E. Ibberson Company
MINNEAPOLIS, MINN.



Design--Construction--Equipment of
GRAIN HANDLING PLANTS

MACDONALD ENGINEERING CO.

DESIGNERS AND BUILDERS OF

GRAIN ELEVATORS

San Francisco Chicago New York
149 California St. 53 W. Jackson Blvd. 90 West St.

BALLINGER & McALLISTER ENGINEERS AND CONTRACTORS

Grain Elevators Driers Coal Chutes
Wood or Concrete

UNITY BLDG., BLOOMINGTON, ILL.

Brandon Construction Company

The Southeast's Foremost ELEVATOR BUILDERS

MARIANNA

FLORIDA



A Country Elevator
Constructed Fireproof

Designed and Built by
The Monolith Builders, Inc.
Independence, Missouri

We would
send you
some of our
literature if
we knew
your address.

Plans and
estimates
submitted.

The Monolith Builders, Inc.
Independence, Missouri

Business Is Good, Thank You.

SILICA-GRAPHITE



is the ideal paint
pigment for a pro-
tective covering
for metal or wood
surfaces.

It clings so
tightly that there
are no cracks or
checks for moisture to enter.

Because of its fish-scale-like formation, it
successfully meets expansion and contraction.

No wonder it is considered indispensable
by all users of it.

Its wonderful record extends back over
50 years.

Its success has encouraged imitations.
Be sure you get Dixon's Silica-Graphite
Paint. It has no equal for durability
and real economy, and no competitor.
Write for Booklet No. 15-B and long serv-
ice records.

Made in JERSEY CITY, N. J., by the

JOSEPH DIXON CRUCIBLE COMPANY

JERSEY CITY, N. J. ESTABLISHED 1827



Another Reliance Success

Elevators of our design and construction
are the best endorsement of our work. We
study your particular problems and build
the elevator best adapted to your needs.
Write us for further particulars.

Reliance Construction Co.

Board of Trade

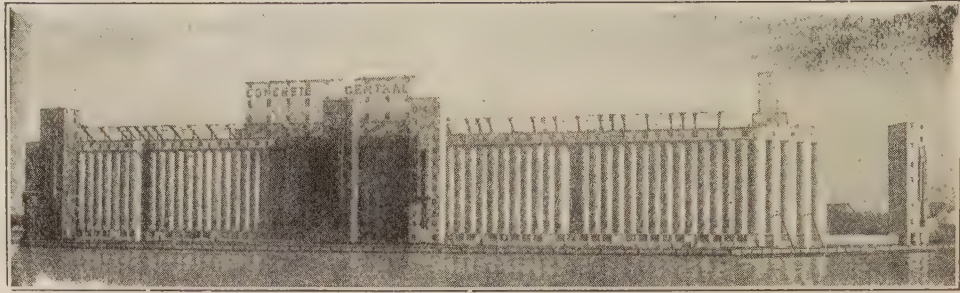
Indianapolis, Ind.

Monarch Built Elevators

assure you economical design, first class work, efficient operation.

SATISFACTION

Let us Submit Designs and Prices



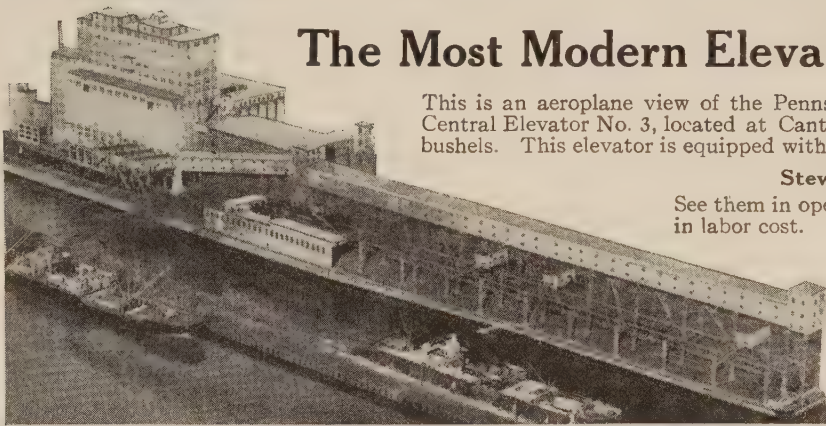
Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

MONARCH ENGINEERING CO.,

BUFFALO, N. Y.

The Most Modern Elevator in the World



This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with four

Stewart Link-Belt Car Unloaders

See them in operation and be convinced of their great saving in labor cost.

James Stewart & Co., Inc.

Designers and Builders
GRAIN ELEVATORS
In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager
15th Floor, Westminster Bldg., Chicago, Ill.

"We have built for many of your friends, Eventually we will build for you. Why not now?"

GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

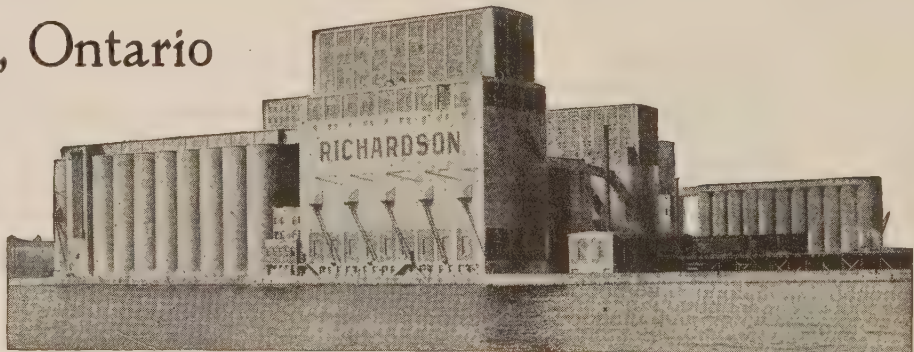
Port Arthur, Ontario

FOR

The Grain Growers' Grain Company Limited.
The Saskatchewan Co-operative Elevator Co., Limited.
The James Richardson & Sons, Limited.

THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS
Offices: Fort William, Ont., Duluth, Minn
Minneapolis, Minn.



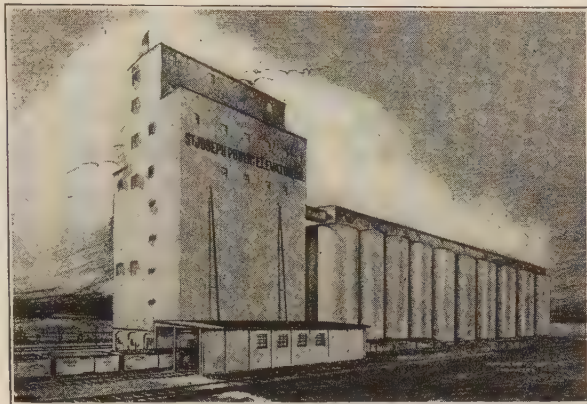
Pennsylvania Railroad Co.'s Terminal Elevator at Erie, Pa. 1,250,000 storage capacity, with marine leg, 25,000 bu. receiving capacity. All concrete, modern construction, with latest improvements.

Designed and built under the direction of

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Builders of
GRAIN ELEVATORS and COAL POCKETS
of the BETTER CLASS
Special study given to each plant—Each
plant fills the individual needs

R. C. STONE ENGINEERING CO.
320 MERCHANTS EXCHANGE
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DESIGNERS AND BUILDERS OF
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Successor to
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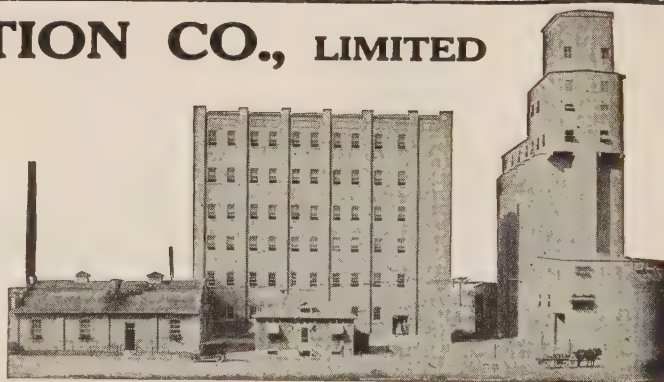
**If you want regular country ship-
pers to become familiar with your
firm name, place your "ad" here.**

FEGLES CONSTRUCTION CO., LIMITED

ENGINEERS — CONTRACTORS
MINNEAPOLIS, MINNESOTA, 706 First Ave. North
GRAIN EXCHANGE, FORT WILLIAM, ONT.

**WE ARE PREPARED TO TAKE
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WHERE. GRAIN ELEVATORS, MILLS
HEAVY ENGINEERING STRUCTURES**

WE HAVE AN ENVIABLE RECORD FOR SERVICE



Elevator and Mill Designed and Built for Lake of the Woods
Milling Co., Ltd., Medicine Hat, Alberta.

CHECK
your re-
ductions of
pounds to
bushels by
using

**Clark's
Carload
Grain
Tables**

New edition
revised and
enlarged.

**GRAIN DEALERS
JOURNAL**
Chicago, Illinois



Patented

Folwell-Sinks Form Lifting

JACKS

For Grain Elevator and Silo
Construction

Manufactured and Sold by

NELSON MACHINE CO.
WAUKEGAN, ILL.

**CONE-SHAPE
GRINDERS**

IT PAYS TO GRIND ALL GRAINS

Look to the Grinders. They do the
work! Bowsher's Cone-Shape
grinders are the correct principle
in Feed Mill construction. They
mean larger grinding surface
close to center of Shaft; thus More
Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation
of the long-lasting, trouble-proof
Bowsher. Have used a No. 4 ten years
with less than One Dollar per year for
repairs." B. W. Watt, Jacobburg, O.

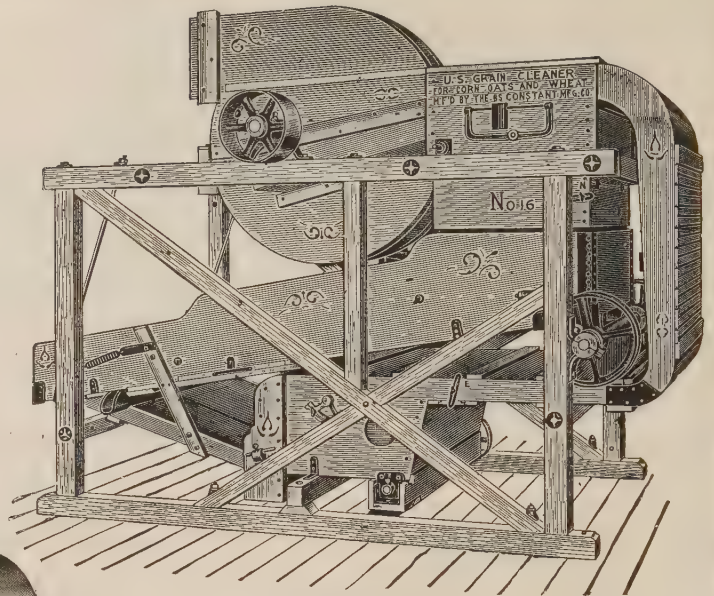
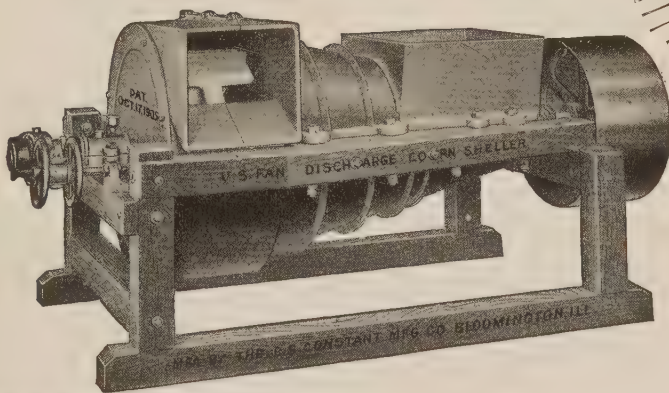
10 sizes; 2 to 25 H. P. Write
for free catalogue. G
N. P. BOWSHER CO., SOUTH BEND, IND.

I WILL NOT be without the Grain Deal-
ers Journal as long as I am in business.
—H. J. Reed, Latimer, Ia.

CLEANING AND SHELLING

the two most important operations in handling grain through an elevator—they should be the most efficient. Your desire for greater shelling efficient will be gratified if you install

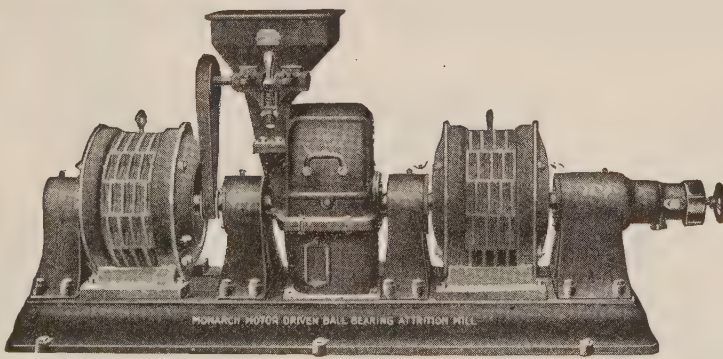
The U. S. Corn Sheller



The U. S. Grain Cleaner

is acknowledged a leader in satisfactory performance and has built up a reputation for operating efficiency and economy unequaled by any other. Send for our catalog describing these and other grain elevator machinery.

B. S. CONSTANT MFG. CO.
Bloomington, Ill.



There's Economy In Every Detail

Economy in feed grinding, as in any other business, means increased profit, and you are assured of the maximum amount of profit if you take advantage of the economical features of the

MONARCH BALL BEARING ATTRITION MILL

SAVES TIME—Requires no tramming.
SAVES LABOR—No worn down bearings.
SAVES LUBRICANT—Uses grease instead of oil.
SAVES EXPENSE—Maintenance cost is small.

SAVES TROUBLE—Product always uniform.
SAVES DELAY—Rapid grinding; large capacity.
SAVES REPAIRS—Durably constructed.

SPROUT, WALDRON & COMPANY

Mill Builders and Milling Engineers

P. O. Box No. 26

Main Office and Works: **MUNCY, PA.**

KANSAS CITY, MO., 102 New England Bldg.

MINNEAPOLIS, MINN., 407 Fourth St., So.

CHICAGO, ILL. No. 9 So. Clinton St.

DO IT NOW

Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.

Here's a record from The Northwest

The General Manager of a prominent Grain & Elevator Company in the Northwest wrote us recently:

"Otto engines have always given us much better satisfaction than any other engines we have used. Any time we can get an Otto for elevator work we are not going to consider anything else."

Otto owners all over the country have reported thousands of similar records—20 years is not at all unusual. Many of them add, "The engine seems good for twenty more years."

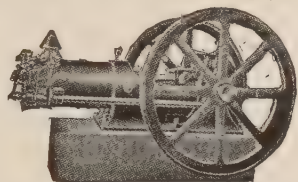
If you are interested in stationary engines—gas, gasoline, or kerosene—you need the Otto catalogue. Drop us a postal for your copy.

Models up to 50 H. P. in stock.

Otto Engine Manufacturing Co.

3219 Walnut Street, Philadelphia, Pa.

15-17 S. Clinton St., Chicago, Ill.



HOTEL ROBIDOUX

St. Joseph, Mo.



HOTEL DYCKMAN

Minneapolis, Minn.

C. NEIPP

The Automatic Dump Controller



A Good Business man gives his helpers the best, most up-to-date useful articles he can purchase with which they may perform their duties, with the greatest ease and in the shortest time.

In this way his people become more efficient and more valuable to him.

It is just as necessary for you to give your Friend Dump the most up-to-date and useful equipment with which he may perform his work, in order to procure the desired results in your business.

The McMillin Automatic Dump Controller is to your Dump what the Adding machine is to any Business man's Bookkeeper.

Send for Circulars.

L. J. McMILLIN

525 Board of Trade Bldg.

INDIANAPOLIS, IND.

**For Accurate Moisture Tests
use our Grain Dealers' Air
Tight Cans for forwarding
your grain samples.**

ST. LOUIS PAPER CAN & TUBE CO.
ST. LOUIS, MO.

Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

Confirmation Blanks Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5¼"x8¼".

Order Form 6 CB, Price 90 cts.

Grain Dealers Journal
305 S. La Salle Street CHICAGO, ILL.



Motor Driven Attrition Mill; also made for Belt Drive.

Of all known methods for grinding feed, the "BAUER" Ball Bearing Attrition Mill has a reputation for best results, thus assuring the continued patronage of your customers.

THE BAUER BROS. CO.
506 Bauer Bldg. Springfield, Ohio, U. S. A.
Makers of Single Disc Mills, Centrifugal Bolt-
ing Reels, Corn Crackers, Cake Breakers, Etc.

SCIENTIFIC

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

NORTH DAKOTA Farmers elevator for sale at a bargain. Located in excellent grain territory. Address Box 66, Spiritwood, No. Dakota.

THE WAY inquiries are coming in from my ad may make it necessary to insert another in the Journal stating that the elevator has been sold.—F. C. H.

NEBRASKA—20,000 bushel elevator for sale. Well equipped—electric motor, scales, good office, etc. On main line Union Pacific. Address 46H38, Grain Dealers Journal, Chicago.

OKLAHOMA—For Sale. Under Foreclosure, small grist and flour mill and elevator. To be sold early in June. For particulars write Floyd Hines, Cashier, Citizens State Bank, Wagoner, Oklahoma.

MINNESOTA—Cribbed elevator located in good town on Rock Island; eleven bins; operated by gasoline engine; handles 100,000 bushels annually; good competition; no side lines. Write B. B. Anderson, Estherville, Iowa.

NORTHERN ILLINOIS Elevator for sale. 35,000 bushels capacity—in good condition. Equipped with corn dryer and electric motor. Located in fine grain section. Good coal and feed business. Can be bought right. Address 46G11, Grain Dealers Journal, Chicago, Illinois.

CENTRAL INDIANA modern, 50,000 bushel, well built elevator for sale. Located in the best grain section of the State. Thirty-six square miles of territory. Will bear close inspection. A proposition that will appeal to those who want a good business. Address 46G15, Grain Dealers Journal, Chicago, Illinois.

ELECTRIC NORTH DAKOTA Elevator for sale. Equipped with 7½ h.p. motor; 8 h.p. Fairbanks gas engine; cleaner; hopper bins; Howe wagon scale; Fairbanks 100 bushel hopper loading scale; office and engine room. Capacity 35,000 bushels. For further particulars write H. C. Scheer, Hamberg, North Dakota.

ILLINOIS ELEVATOR handling 250,000 bushels of grain annually and of 70,000 bushels capacity for sale. Good coal business; Corn cribs; Office and safe. Located in good grain territory close to Chicago and near a large city. Good terms. Address 46E31, Grain Dealers Journal, Chicago, Illinois.

WISCONSIN Elevator and Feed Plant for sale at an attractive figure. Plant consists of 18,000 bushel elevator, 60 barrel flour mill, equipment for manufacturing feeds, feed storage room for ten cars, and potato warehouse. Located on the Soo Line and Northwestern Railway. For further particulars address 46H4, Grain Dealers Journal, Chicago, Illinois.

COLORADO—THREE studded galvanized iron elevators and two large warehouses for sale. Elevator capacities twenty, fifteen and ten thousand bushels respectively. Choice locations in the heart of Northeastern Colorado Wheat Belt. A Golden opportunity. Terms if desired. Come quick. Address S. B. Ashcraft Grain Co., 827 Cooper Bldg., Denver, Colorado.

CENTRAL ILLINOIS Elevator for sale. Located on the Illinois Central Railroad, direct shot to Southern markets. Equipped with electric power, three dumps, and all up to date. Capacity 30,000 bushels. Town 650 inhabitants. Elevator handles from 200 to 250,000 bushels annually. Coal business included. Part of money can remain in property. Price reasonable. Address 46E11, Grain Dealers Journal, Chicago.

ELEVATORS FOR SALE.

FOR SALE: The advantage of dealing with you is being upheld unless you are keeping our readers aware of the fact.

TEXAS 10,000 bushel house for sale. Practically new. On C. R. I. & P. Ry. east of Amarillo. One elevator town. Crop prospects perfect. 150 cars. Price \$6,500 and \$2,000 cash will handle. Address 46G22, Grain Dealers Journal, Chicago, Illinois.

CENTRAL ILLINOIS Elevator for sale—40,000 capacity; in good condition. Equipped with sheller, cleaner and loading scales. Electric power. Good office and in good town of 500 population on I. C. Ry. No competition. Station handles 500,000 bus. grain annually. Owner going West for health. Address JAMES M. MAGUIRE, 432 Postal Tel. Bldg., Chicago, Ill.

FIVE KANSAS Elevators handling a complete list of side lines—for sale. Located in the finest wheat belt of the country—in Southern Kansas. Communities are surrounded by high class farming tracts,—the towns themselves are very up-to-date and prosperous, with excellent schools and fine churches. Opportunity knocks—Answer quick. Address 46E14, Grain Dealers Journal, Chicago, Illinois.

BARGAIN IF TAKEN AT ONCE:—Someone's always looking for an elevator at a good grain point and read these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

OKLAHOMA Elevator For Sale—18,000 bushel capacity elevator located in northeastern part of state on main line M. K. & T. Ry., 180 miles south of Kansas City. Largest acreage of oats put out this year this section of the country has ever had. Immediate possession given. This elevator was built in 1919 and is one of the very best to be found along this railroad. Four large bins, sheller and gas engine. Elevator run this year but owner wants to sell—other business. Price \$12,000. Address C. H. ORR, Bluejacket, Oklahoma.

SOUTHWESTERN OHIO Warehouse and Elevator for sale. About 40 miles north east of Cincinnati, on branch of Penna. R. R. Village station with Church, School, Telephone, Telegraph, Express Office, Electric Light and Power. Pleasant neighborhood in good grain country. About 6 acres of land. Separate office of two rooms with scales under roof. Engine, sheller, cleaner, dumps. Everything in 1st class condition. Examination of books will show has been money maker. Reason for selling—death in family. Price \$8000. Address 46D21, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS Elevator for sale. Frame house of 9,000 bushels capacity. Gasoline power, Western Sheller and Cleaner and Bess Car Loader. On own ground. Office 14x24; Implement House 36x70; Double Deck Lumber Shed on leased ground at \$10.00 per year—55x90. 7-room two story residence, with 1 and 1/3 acres of ground. All buildings in good condition. One good competitor in grain; no competition in coal, farm implements or lumber. Located in good farming community in Central Illinois. Reasons for selling, poor health. Stock on hand will invoice about \$15,000 and that is all that is asked for this establishment. Address Bargain, Box 12, Grain Dealers Journal, Chicago, Illinois.

ELEVATORS FOR SALE.

INDIANA—15,000 bushel cribbed elevator on private ground. Good grain, flour, feed business. A. H. Richner, Crawfordsville, Ind.

STOP! If our ad runs any longer we will have to refuse to let the mailman in. As it is we have had to put on two extra stenographers just to answer queries.—W. K.

MINNESOTA elevator of 25,000 bushels capacity for sale. Located on C. M. & St. P. Ry. Coal and Feed business in connection. Address J. J. Dobie, Mapleton, Minn.—46A13.

EASTERN COLORADO Elevator for sale. 15,000 bushel capacity. Good wheat and corn country. No competition. Large acreage crop prospect good. Address 46H1, Grain Dealers Journal, Chicago, Illinois.

INDIANA—For lease, small elevator in Western Indiana, doing a business of about 150,000 bushels. Good opportunity for party with small capital. For particulars write Davis Grain Company, Judyville, Ind.

TWO ILLINOIS Elevators and warehouse in Central part of State for sale. Good live town at main office where we have a large flour, feed, etc., side line business. Something doing every day in the year. Address 46H35, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

SOUTHEASTERN INDIANA Elevator for sale. Capacity 15,000 bushels. Only self dumping coal dock in town. Good feed business. 20 horse power gas engine, cheap power. Two buhr mills. Fine trade in bolted meal and custom grinding. Reason for selling—ill health of owner. R. A. McCoy, Greensburg, Ind.

TWO TWENTY thousand bushel capacity elevators, located in North Central Oklahoma. On A. T. & S. F. R. R., at adjoining stations; can be operated from one station. Best crop in years; also handle Coal, Flour, Feed, Seeds and Salt. Wonderful opportunity for right parties. Address Norcenok, Box 9, Grain Dealers Journal, Chicago, Illinois.

ILLINOIS 20,000 bushel capacity elevator, located on the C. B. & Q. R. R. for sale. Good coal and feed business in connection with new feed house and coal storage. Elevator is in fine condition and is equipped with electric power, two dumps, two scales, and has an exceptionally fine location. Only elevator in town. Priced right. Address 46H26, Grain Dealers Journal, Chicago, Illinois.

SOUTH CENTRAL KANSAS Elevator for sale. 8500 bushels capacity; ironclad construction; 12 horse power Fairbanks Oil Engine. Office and Scales included. Located on Mo. Pacific R. R. in good town with fine schools and churches, and in the heart of the wheat belt. Town has electric light plant. Good reasons for selling. Can be bought right. Address W. S. Gibbons, Penasola, Kansas.

ILLINOIS Elevator offered for sale to close partnership. 70,000 bushels capacity, cribbed, iron clad. Double corn crib, dump inside, cribbed coal house—all enclosed. Fine office. This is a new plant—everything modern. Handles 300,000 bushels of grain and 1200 tons of coal annually. No competition. Best proposition offered in Illinois for cash. Address 46H30, Grain Dealers Journal, Chicago, Illinois.

ELEVATORS FOR SALE.

KANSAS—Elevator for sale, 10,000 bushel capacity. Three years old. Electric power. Good territory. Price right. Farmers Elevator Co., Gypsum, Kansas.

THE SMALL EXPENSE incurred through the placing of an advertisement in the Grain Dealers Journal is more than compensated for by the results obtained.

INDIANA—Good elevator for sale in fine farming community on P. & E. Div. of Big Four. Capacity 10,000 bushels. Manager in bad health. In small town with no competition. Address 46G7, Grain Dealers Journal, Chicago.

OHIO—15,000 bushel Elevator in western part of state for sale. Located in fine grain section and doing a good business in grain, seed, coal, flour and feed. On private grounds. Residence property included. Address 46F8, Grain Dealers Journal, Chicago, Illinois.

KANSAS MILL & ELEVATOR for sale. 200 bbl. mill and 15,000 bushel elevator combined. Located on the Santa Fe Railroad in Marion County, Kansas. Crop prospects 100%. Good opportunity—owners wish to retire. Address Groening Bros. Milling Co., Lehigh, Kansas.

SMALL FLOUR MILL and two elevators in good Illinois town for sale or exchange. Would consider good farm or city property in exchange. An excellent opportunity for a hustler who has ability to grasp the situation. Address 46E33, Grain Dealers Journal, Chicago, Illinois.

NORTHERN ILLINOIS—14,000 bushel, cribbed, metal covered, elevator for sale. Own land. One good competitor. 120 miles from Chicago on I. C. R. R. Good grain territory. Poor health reason for selling. A snap for \$8,500 if taken soon. Address 46H9, Grain Dealers Journal, Chicago, Illinois.

MODERN MINNESOTA Elevator for sale—to dissolve partnership. Capacity 42,000 bushels; plant nearly new. Located in the fertile Red River Valley country; large territory from which to draw. Implement business, sheds, etc., if desired. One good competitor. Address Box 112, Lockhart, Minnesota.

SOUTHWESTERN OHIO, BUTLER COUNTY, Elevator for sale. Elevator built in 1916 with steel siding and roofing; is on the C. L. & N. R. R.; has a capacity of 6,000 bushels, and a large coal, feed, post and fence business in connection. A 25 h.p. type "Y" Fairbanks Morse engine has been installed. Good reasons for selling. Address 46C12, Grain Dealers Journal, Chicago, Illinois.

THE WANTED—FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay those who may or may not be interested to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

OKLAHOMA CITY, OKLA. Terminal elevator for sale, with large storage capacity. Equipped with 100-ton track scale, 50-ton hopper scale, wagon and platform scales, corn sheller, clipper, cleaners and feed rolls. Motive power; 125 h. p., one 20 h. p., one 15 h. p., one 7 h. p. electric motors. One 40 h. p. boiler to operate Hess Dryer. This elevator is on private property, with trackage on both sides, and has access to four trunk lines. Address J. C. Pearson, Marshall, Oklahoma.

IOWA: 30,000 bushels capacity, located in Scott County, Iowa, on track of CRI&P. Three tracks running directly into house. Load and unload at same time, on two R. R. track scales equipped with self-registering beams. Scales just overhauled, like new. Complete with power plant, elevating, conveying, and cleaning machinery, sulphur tower, etc., ready to start up at once. Price reasonable. Exceptional opportunity for right party. Address J. M., No. 510 Mitchell Bldg., Milwaukee, Wis.

ELEVATORS WANTED.

ILLINOIS Elevator at good grain point wanted. R. W. Jeter, Dixon, Illinois.

WANT TO BUY or lease elevator in wheat belt of Kansas, where there are Churches and High School. Box 275, Lyons, Kansas.

WANTED: To lease Grain Elevator in Southern Minnesota or Northern Iowa. Address 46H33, Grain Dealers Journal, Chicago, Ill.

WANTED TO LEASE: Central Illinois and West Central Indiana Elevators. Address 46H19, Grain Dealers Journal, Chicago, Ill.

WANTED TO BUY FOR CASH—Elevators in Minnesota, North and South Dakota and Iowa. Give full particulars in first letter. Address BOX 172, GREEN BAY, WISCONSIN.

ELEVATOR WANTED: Central Iowa preferred. Lease with privilege of buying after term of years, given first consideration. Business must average at least 200,000 bushels. Address 46H39, Grain Dealers Journal, Chicago.

WANT TO LEASE for one year, with the privilege of buying at end of year—fully equipped Elevator at good grain station, Minnesota or South Dakota preferred. Address 46F13, Grain Dealers Journal, Chicago, Ill.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

FARM LANDS FOR EXCHANGE.

WANT TO HEAR from parties having elevators to trade for good farm land. T. S. Braithwait, Bovee, South Dakota.

WILL TRADE 125 residence lots located near good factories in Bradley, Illinois, for an elevator. If interested, send description, price and amount of grain station handles. Address E. D. Risser, Kankakee, Illinois.

ELEVATOR WANTED in South Dakota. Will trade my \$11,000.00 equity in a good quarter of land 1½ miles from the City of Brookings, Brookings County, S. D. Address Chas. K. Brooks, 206 W. 8th St., Brookings; S. Dak.

EXCEPTIONAL FARM VALUE—Will sell one of the best improved farms, located central part Darby Plains, Madison and Union Counties, Ohio; four hundred sixty-one (461) acres level, black and chocolate loam; well tiled; lays practically square; main market road along one side; farm 2½ miles from banking town, centralized schools, churches, good stores, grain elevators; on stone pike; main house large, square, 8-room, modern improvements, bath, furnace; Delco electric light through all the buildings; barn L shaped 32x63 and 16x36; silo; good water; cow stanchions; another 6-room house and barn 30x60 on back end of farm; above buildings all built within two years; another small tenant house and barn on place. Price right. Will sell for cash or trade for a good grain elevator property in good grain section, preferably Ohio, Ind. or Ill. Do not write unless interested. H. P. Clouse, Sec'y & Treas. Milford Center Grain Co., Milford Center, Ohio.

ELEVATOR BROKERS.

JOHN A. RICE **ELMER N. SMITH**
Elevator Brokers, Frankfort, Indiana.

WANT TO HEAR from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th St., Chippewa Falls, Wisconsin.

CLAYBAUGH-MCCOMAS
Offices

Frankfort, Ind. Indianapolis, Ind.
223 B. of T. Bldg. 601 Board of Trade.
If you want to buy, sell or trade an elevator write us at either address.

ALWAYS HAVE ELEVATORS For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try and satisfy you.

JAMES M. MAGUIRE.
432 Postal Tel. Bldg., Chicago, Ill.

WAREHOUSE FOR SALE.

OHIO 6,000 bushel capacity Warehouse located on C. & P. R. R. in good Ohio town. Handle Wheat, Corn and Oats. Have two good buildings on one acre of ground; no other mill or warehouse in town. Good reasons for selling. Write or call for further particulars. Address J. HARVEY ROSS, Waynesburg, Ohio.

MILLS FOR SALE.

GET A MILL OF YOUR OWN.

Practically new 50 bbl. Midget Marvel Mill for sale in Western Kansas wheat district, where the prospects are more than good for a large coming crop. Located on valuable railroad lease. \$4800 will handle, balance easy terms. Address 46E32 Grain Dealers Journal, Chicago, Illinois.

FEED MILL FOR SALE.

ALFALFA FEED MILL
For Sale by Trustee.

The entire plant, formerly operated by the Alfalfa Products Company, Sioux City, Iowa, is offered for sale.

Property consists of first class mill building, fully equipped with all modern machinery, with a capacity of 40 tons daily. Operated by own electric power plant. Elevator of 15,000 bushels capacity in connection.

Located in South Dakota directly across from Sioux City on C. M. & St. P. Ry.

The plant cost nearly \$100,000. Come look the plant over and make your offer.

Pierre U. Bernard, Trustee.

Jefferson, S. D.

Alfalfa Products Company.

Jefferson, South Dakota.

PAINT FOR SALE.

GOOD QUALITY lead and oil paints for elevators, outbuildings, warehouses etc., at \$1.50 per gallon in barrel lots. Market Feed & Grain Co., 47 Washington St., Buffalo, N. Y.

BAGS—BAGGING—BURLAP.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.
WM. ROSS & CO., 409 N. Peoria St., Chicago.

MEMBERSHIP FOR SALE.

FOR SALE—Exchange membership and terminal grain business on Missouri River controlling fine line of country elevators—on account of health. \$16,000—worth it and paying. Good outlook. Address 46F19, Grain Dealers Journal, Chicago, Illinois.

BUSINESS OPPORTUNITIES.

INVESTMENT WANTED? If you are desirous of securing more capital for the extension of your business, or if you have money to invest in the grain business, make your wants known in the "Business Opportunities" columns of the Grain Dealers Journal, Chicago.

DICTAGRAPHS WANTED.

TWO DICTAPHONES, shaver and complete equipment wanted. Must be of late design and in good condition. What have you? Address 46H28, Grain Dealers Journal, Chicago, Ill.

ADDRESS WANTED.

PRESENT ADDRESS of Edward R. Benson, formerly of Minneapolis, Minn., wanted. Address 46G18, Grain Dealers Journal, Chicago, Ill.

ANSWERS—When the first ring of the door bell is not answered, don't conclude that the folks are not at home.

COPIES MARCH 25 JOURNAL WANTED

The unusual and unexpected demand for copies of the Journal for March 25, 1921 having exhausted our supply, we will pay 15c for complete copies sent us within ten days. Grain Dealers Journal, 305 South La Salle St., Chicago, Ill.

BOILER FOR SALE.

FOR SALE—One eighty horsepower tubular boiler in good condition. M. J. Hogan Grain Company, Seneca, Illinois.

FOR SALE OR EXCHANGE—If you have something to sell or exchange, insert a small advertisement in the "Wanted and For Sale" section.

STEAM ENGINES, BOILERS.

FOR SALE CHEAP—One good steam boiler and engine. KIRKLIN GRAIN CO., Kirklín, Ind.

ONE ATLAS STEAM Engine with boiler for sale. 35 h.p., Bristol Co-op. Ass'n, Bristol, Ind.

IF YOU WANT A MACHINE that is not advertised here, ask for it. Make your wants known. Some one wants to sell the machine you need, but hasn't started advertising it.

DYNAMOS—MOTORS.

FOR SALE—1—9 H.P. Vertical Fairbanks Electric and 1—20 H.P. Type N.B. Fairbanks Oil Engine; both good as new, for immediate delivery. BALLINGER & McALLISTER, Bloomington, Illinois.

DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal,—the medium for power bargains.

OIL AND GAS ENGINES.

FOR SALE—1 25-h.p. type Y Fairbanks Morse Engine. Nearly new. C. C. Shira, Sidney, Ind.

FOR SALE—One 20 h.p. St. Marys Gasoline engine—running every day. If interested write GORDON GRAIN CO., Summitville, Ind.

1—32 h.p. Fairbanks-Morse Gasoline Engine for sale. First class shape. L. J. McMillin, 525 Board of Trade Bldg., Indianapolis, Indiana.

GASOLINE AND OIL ENGINES of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

NEW OIL ENGINES.

Two, 20 h.p. and Two, 25 h.p. Muncie crude oil engines, brand new, never used. Will sacrifice. In Kansas City stock.

CHALLENGE COMPANY.
1404 West 12th St. Kansas City, Mo.

MACHINE WANTED.

WANT TO BUY Second Hand Batch Feed Mixer, prefer two or three tons' capacity. Address 46F15, Grain Dealers Journal, Chicago, Ill.

DO YOU WANT A MACHINE that is not advertised here? Make your wants known in the "Wanted" columns. Someone has the machine you want, but has not started advertising it for sale in the Grain Dealers Journal.

ENGINES WANTED.

WANTED to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

MACHINES FOR SALE.

SEVERAL No. 2 Boss Car Loaders for sale. Address A. H. Richner, Crawfordsville, Indiana.

OIL ENGINE.

20 horsepower MUNCIE semi-Diesel crude oil engine, in excellent condition. Immediate shipment from Kansas City. A real bargain.

CHALLENGE COMPANY.
1404 West 12th St. Kansas City, Mo.

FOR SALE: Pulleys, 600, all sizes, cast iron, wood and steel split, one three pair high 9"x18" Wolf Roller Mill, newly corrugated, A-1 condition. One Barnard & Leas double aspirator. Elevator buckets all sizes. Car brooms. Write us your needs. Standard Mill Supply Co., Kansas City, Missouri.

FOR SALE. Grain Grading Apparatus. Old style hand driven Emerson Kicker, used. Quart Test Kettle and Beam, used. Cox Funnel slightly used. Two quart Test Kettle without Beam, used. Boerner weight per bushel outfit (Troemner Make), used. This apparatus has been displaced with new, and is priced right. Detailed description on request. Address Grain & Cotton Exchange, Sherman, Texas.

FOR SALE AT A BARGAIN.

Three Allis Chalmers Double Roller Mills, 9x24"
Three Barnard & Leas Double Roller Mills, 9x30"
PRACTICALLY NEW.

Also complete corn mill equipment—dryers, plansifters, aspirators, reels, conveyors, scourers, dust collectors, elevators, etc.

Immediate Shipment.
MEAD JOHNSON & COMPANY,
Evansville, Ind.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

Geo. J. Noth, Mgr.,
9 S. Clinton St., Chicago, Ill.

SCALES FOR SALE.

NEW 5 TON Fairbanks Morse Pitless Wagon Scale for sale. Never been uncrated. \$135.00 for quick sale. For further particulars write Lindley C. Binford Grain Co., Haviland, Kans.

100 TON 50 FOOT FAIRBANKS Railroad Track Scale with all steel for setting same, for sale. All in Perfect condition. Very Cheap.

C. E. BIRD & CO.,
Minneapolis, Minn.

TRACK SCALE for sale. One—eighty and one—hundred ton capacity track scale, each 42-foot top, equipped with self-registering beams, fully overhauled, good as new. Also sundry elevator equipment. Write J. M., No. 510 Mitchell Bldg., Milwaukee, Wis.

BARGAIN SALE ON SHELF-WORN BOOKS.

These books are slightly soiled and shelf worn. To clear out these books promptly we are offering them at greatly reduced prices.

RAILROAD CLAIM BLANKS—ONE 411-E, for Overcharge in Freight. This book also contains 100 blanks in duplicate, with 4 sheets of carbon. Corners of covers are slightly bent. Order Form 4113-E. Price \$1.50.

One No. 10DC, Duplicating Contract Book, containing 76 contracts in duplicate, printed on bond paper and bound in heavy press-board. Had been used as sample and covers are soiled. Order Form 100 DC. Price 60 cents.

One No. 89SWC, Shippers Certificates of Weight, containing 45 certificates in duplicate, printed on goldenrod bond paper and bound in flexible pressboard. Order Form No. 899 SWC. Price 40 cents.

Five Universal Grain Codes, shelf worn from being used as samples. They are slightly soiled. Paper bound, containing 13,745 code words as well as the latest supplement for U. S. Standards for wheat, corn and oats. Order "Bargain Universal." Price while they last \$1.00 per copy.

Triplicating Confirmation Blanks will enable you to avoid disputes, differences and prevent expensive errors. Space is provided on our Confirmation Blanks for recording all essential conditions of each trade. You retain tissue copy, sign and send original and duplicate to customer. He signs both and returns one. Fifty confirmations in triplicate, bound in press-board with two sheets of carbon, size 5½x8 inches, 90 cents. Order Form No. 6CB.

Clark's Freight Tables: Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 25 cents.

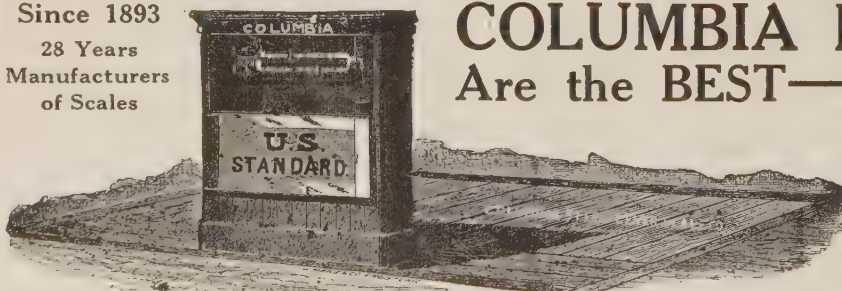
RAILROAD CLAIM BLANKS—TWO 411-A, for Loss of Weight in Transit. These books contain 100 blanks in duplicate, with 4 sheets of carbon paper bound in back. Corners of each book slightly bent. Order Form 4112-A. Price each \$1.50.

One Daily Record of Coal Sales. Book contains 150 double pages of high grade ledger paper, suitable for ink entries, numbered consecutively. Column headings as follows: Delivery Ticket No.; Name; Address; Price; Ledger page; Charge sales, coal, wood; Cash book, coal, wood; pea, chestnut; range; small egg; large egg; hocking; soft nut; soft egg; (then three columns with no headings—to be filled in as owner of book may want); lump; egg; mine run; (another blank heading); coke; wood, pine, hard; Remarks. Book is bound in heavy gray canvas with the words, "Daily Record of Coal Sales," printed in black ink across front cover. Size of page is 16¼x10½ inches. Order Daily Record of Coal Sales. Price \$2.00.

All prices are f. o. b. Chicago and good while supply lasts.

GRAIN DEALERS JOURNAL.
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28 Years
Manufacturers
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COLUMBIA MOTOR TRUCK SCALES

Are the BEST—"SAVE REPAIR BILLS"

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market. COLUMBIA SCALES are being used by practically every feed, coal, ice and material dealer in Chicago. THERE MUST BE A GOOD REASON.

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CHICAGO, ILLINOIS

Save money and send for list of our guaranteed rebuilt scales. All makes and capacities. Tell us what you want. Let us repair your scales—any make. We also carry parts. Finest equipment for scale work in Chicago.

HELP WANTED.

WANTED: A competent and reliable partner. Can you fill the bill? Make your qualifications known thru the columns of the Journal.

MANAGER WANTED for 100 barrel mill and two elevators. State salary and experience in first letter. Geo. A. Reed, Secretary, Farmers Mill and Elevtr. Co., Assaria, Kansas.

YOUNG, AMBITIOUS grain man wanted to invest \$5,000 to \$10,000 and take active management—with salary—of good country station. Excellent opportunity. Address 46H31, Grain Dealers Journal, Chicago, Illinois.

WANTED: Bookkeeper-Stenographer; prefer one experienced in the grain business. We prefer a man but would consider a capable lady. State salary and experience in first letter. Address 46H24, Grain Dealers Journal, Chicago.

MANAGER—I am now manager of the Elevator Co. here at a nice salary. I had four other good offers—all the work of the Grain Dealers Journal.—A. E. C.

ARE YOU looking for a position in any branch of the grain business? If you are send us your name, address, nationality, languages spoken, experience, salary expected, references, in fact any information that will help an employer to form an idea of your ability to serve him. We will keep this information on file and from time to time place you in touch with elevator owners who seek competent help. This service will be absolutely free, placing you under no obligation whatever. Write today and get in line for a good position. Address—The Want Ad Man, Grain Dealers Journal. manager? Let the Want Ad Man get one for you.

OFFICE APPLIANCES.

SAVE 25 TO 75%.

REBUILT Addressers, Multigraphs, Duplicators, Multicolors, etc. Office Machinery Company, 22-L Quincy St., Chicago, Illinois.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

USED CHECKWRITING Machines, wholesale, retail, all makes. Dealers and corporations needing one to fifty,—write me. R. B. Allen, 519 Farnham Building, Omaha, Nebraska.

TYPEWRITERS FOR SALE—Rebuilt Underwoods, L. C. Smiths, Remingtons, etc., at greatly reduced prices, fully guaranteed. Also used adding machines, all leading makes. Also used Check Protectors. Get illustrated catalog and bargain lists. Minnesota Typewriter Exchange, Department G, 236 Fourth St., South, Minneapolis, Minnesota.

BOOKS WANTED.

BOOK WANTED—One or two copies of "The Millwright & Millers Guide" by Oliver Evans; 13th edition, issued by Lea & Blanchard, Philadelphia. A. R. Smith, 4447 Congress St., Chicago.

SITUATION WANTED.

WE HAVE been swamped with the results of our small ad in your columns and will have no difficulty in selecting reliable men.—L. S.

OVER ONE-THIRD of a century experience as a country elevator manager and owner. Desire position as grain solicitor or track buyer. Address 46H16, Grain Dealers Journal, Chicago.

WANTED—Position by man with twenty-one years' experience in the grain and coal trade. Acquainted with all phases of the business. Address 46H25, Grain Dealers Journal, Chicago.

POSITION WANTED as manager of Farmers Elevator. Can furnish reference, bonds, and experience. Iowa location preferred. Address 46H27, Grain Dealers Journal, Chicago, Ill.

WANTED: Position as manager of lumber or grain company in country town. Best of references. Might take second place if it had a future. Address 46H32, Grain Dealers Journal, Chicago, Illinois.

BRANCH OFFICE Manager with thorough experience in all phases of the grain trade desires position. 32 years old, married. Can handle accounting and tariffs. Address 46H21, Grain Dealers Journal, Chicago, Illinois.

WANT POSITION as manager of Farmers Elevator or Line House. Eight years with Farmers Co. Can handle side lines and keep the books. Can commence June or July first. Best of references. Address 46F31, Grain Dealers Journal, Chicago, Illinois.

EXPERIENCED grain man of eighteen years wants position as manager with Farmers Elevator or Line House. Middle age and married. Can handle side lines and keep the books. Good references. Prefer Iowa. Address 46H20, Grain Dealers Journal, Chicago, Illinois.

COMPETENT MAN wishes position with reliable grain firm. Experienced in the handling of side lines. Middle aged and married. Can furnish fine references. Have had fifteen years experience in the grain trade. Address 46E25, Grain Dealers Journal, Chicago, Illinois.

EXPERIENCED TRAFFIC, LUMBER & GRAIN Man wishes to secure a connection with some live and busy firm where there is an opportunity of working to the position of auditor. Am well acquainted with all phases of the business. Let me hear from YOU. Address 46E5, Grain Dealers Journal, Chicago, Ill.

WANT POSITION as manager of Farmers Elevator or Line House. Eight years with Elevator Company. Single, 32 years of age, business college education, strong, good mixer. Can handle all branches of the trade including coal, live stock, and lumber. Let me hear from YOU. Address 46H10, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED as manager of Farmers Elevator or Line House. Over twenty years' experience in handling all kinds of grain, live stock, feed, flour, and fuel. Also understand the handling of produce. I prefer a place in Southern Kansas, Oklahoma, or Texas. Employed now, but can make change by June first. Best of references. Will come on trial. Address E. P. Lowe, Severance, Kans.

SITUATIONS WANTED

POSITION WANTED as manager of Farmers or Line Co. elevator. Twelve years' experience. Can furnish A1 references. Address Box 78, Oil Hill, Kansas.

WANTED—Position by young man 21 years old. Have had experience in grain office and elevator. Address 46F4, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED as manager of Farmers or Line Co. Elevator. 20 years experience in grain and milling business. References. Address 46H41, Grain Dealers Journal, Chicago, Ill.

MANAGER with ten years' grain business experience wants connection with reliable grain firm. Prefer Western Nebraska or Eastern Colorado. Address E. T. Long, Deaver, Wyo.

WANTED—Position as superintendent or assistant in Terminal or Transfer Elevator by man of fifteen years' experience. Best of references as to character and ability. Address 46H13, Grain Dealers Journal, Chicago.

WANTED—Position by young, married man, with several years' experience in the grain and lumber business. Steady and good worker. Would consider position as second man. Can make change on short notice. Address 46H14, Grain Dealers Journal, Chicago, Illinois.

YOUNG MARRIED man, 24 years of age, experienced in the grain business, competent bookkeeper, desires position with mill, elevator or line house. Prefer to locate in Northwest. Now employed, but desire change of climate for family. Address Box No. 251, Emporia, Kansas.

SITUATION WANTED by man 29 years of age as track buyer and to solicit consignments, two years country elevator buying in soft wheat territory. Good bookkeeper. Ten years banking experience. Now employed. Address 46H40, Grain Dealers Journal, Chicago, Ill.

MANAGER wishes position with Farmers Elevator or Private House. Have had six years' experience in the grain business. Would consider office position. Married, 30 years of age. Have good reasons for desiring change. Excellent references. Prefer location in Iowa. Address 46H11, Grain Dealers Journal, Chicago.

COMPETENT ELEVATOR and grain man wants position as bookkeeper or manager for a well established Farmers Elevator or good Line House. Thirteen years' experience in the grain business, eight years with one firm. Good bookkeeper and mechanic. Furnish references and bond. Address Bookkeeper, 1411 Highland, Emporia, Kansas.

MANAGER WITH REAL RECORD desires a position as Manager of Farmers Elevator Co. or Line House. Eight years' experience managing Farmers Grain Co. and made money every year. Single, 32 years of age, high school and business college education. Good double entry bookkeeper. Familiar with all side lines. References: bank and employers. Can make change on 30 days' notice. Address 46F28, Grain Dealers Journal, Chicago, Illinois.

CAREY-IZED SALT

A Kind for Every Purpose
Each Without a Fault

LET US QUOTE YOU ON YOUR CARLOAD REQUIREMENTS

CAREY SALT CO.

305 Carey Bldg., Hutchinson, Kans.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

HAY WANTED.



Have You
Seed For Sale?

Do You Wish
To Buy Seed?

See our "Seeds For Sale—
Wanted" Department
This Number

SEEDS FOR SALE—WANTED

WANTED—Cow Peas, Cane, Millet. Submit samples and quote lowest price carlots or less. J. M. SCHULTZ, Dieterich, Illinois.

MILLET SEED in car lots for sale. Early Fortune, Hog, Common (golden) and Siberian. Reimer Smith Grain Company, Holyoke, Colo.

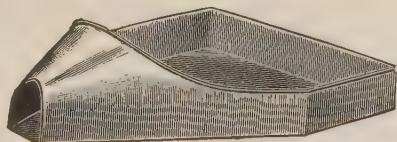
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The Mangelsdorf Seed Co.
Sweet Clover, Alfalfa,
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RED TOP AND ORCHARD GRASS
BUYERS AND SELLERS
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Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.

Seed Size, 1½x9x11". Price \$1.65.

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A Trial Order

GRAIN DEALERS JOURNAL
305 So. La Salle St., Chicago, Ill.

Gentlemen:—I wish to try the *Grain Dealers Journal* on the 10th and 25th of each month for one year just to learn if I can get any helpful suggestions from the opinions and experiences of other grain dealers. Enclosed please find Two Dollars.

Name of Firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....

Use Universal Grain Code and Reduce Your Tolls.

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Seed Trade Directory

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Mangelsdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.
Illinois Seed Co., The, grass and field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

ELKHART, KANS.

Muncy & Carson, grain and seeds.

INDIANAPOLIS, IND.

Indiana Seed Co., The, grass and field seeds.

KANSAS CITY, MO.

Peppard Seed Co., J. G., wholesale seeds.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds.
Louisville Seed Co., clover & grasses.
Ross Seed Co., jobbers and exporters.

MERIDIAN, MISS.

Kimbrough Mitchell Seed Co., Southern seeds.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

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Loewith Larson & Co., grass & field seeds.
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OKLAHOMA CITY, OKLA.

Marshall Grain Co., Distributors of Kaffir Milo.
State Seed Co., The, garden & field seeds.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

ST. JOSEPH, MO.

Mitchell Seed Co., clover, grasses, sorghums.

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Mangelsdorf, Ed. F. & Bro., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, pop corn.
Flower Co., The S. W., seed merchants.
Hirsch, Henry, wholesale field seed.
Toledo Field Seed Co., The, clover, timothy.

FOR SALE—Any quantity and quality of Seed you want to purchase. If you don't find what you want in the "Seeds For Sale" section, advertise for it.

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The Stanford Seed Company, Inc.
Wholesale Field Seeds .. BUFFALO, N. Y.

COURTEEN SEED CO. Milwaukee, Wisconsin
Clover, Timothy, Grass Seed
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The Toledo Field Seed Co.
Clover and Timothy Seed
Consignments solicited. Send us your samples
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Buyers and Sellers of Timothy, Red Clover,
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Milwaukee, Wisc.
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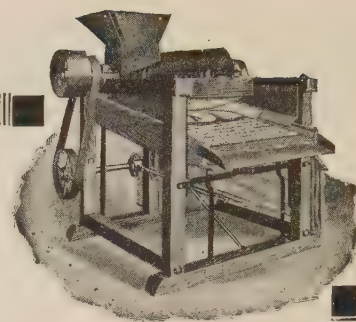
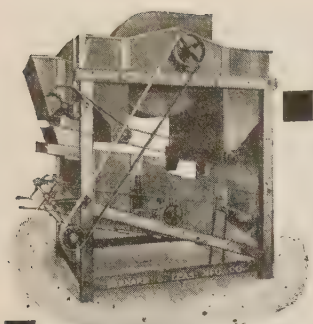
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We Buy and Sell
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of Grass
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MINNEAPOLIS CHICAGO



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We Have Reduced Prices and How We Can Do It

Over a year ago, we became convinced that REDUCED PRICES in all lines were necessary to restore normal conditions in business. As the LEADERS in our line, our duty was plain. We took our loss willingly and hundreds of our customers have highly commended us for our foresight.

We were fortunate enough at that time to see that the peak of high prices had been reached and immediately began to prepare to meet present conditions, so that we are today able to buy our raw material on a more favorable basis than those who loaded up with high priced material last year.

Our large force of skilled mechanics, at reduced wages and with increased efficiency, are loyally cooperating with us in maintaining that high standard which for SIXTY-ONE YEARS has given the Barnard-Moline line the world wide reputation which we prize so highly.

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ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



GRAIN DEALERS JOURNAL

305 So. LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds, on the 10th and 25th of each month.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; two years, \$3.60; three years, \$5.00; single copy, 15c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.25; to Canada and Mexico, \$2.75.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, APRIL 25, 1921

FOR GRAIN DOOR lumber claims remember to go to the Division Superintendent, not the claim department.

CONTRACTING July wheat at 90 cts. may be attractive to the dealers of Bowling Green, Mo., but if the farmers insist upon selling this far in advance it is advisable for every buyer to insist upon each sale being recorded in a formal contract. Otherwise, the purchase is wild speculation.

A **TAX** on sales of one per cent as proposed by Senate Bill 202 and House Bill 236 would so swell the expenses of the grain dealer as to necessitate his taking a wider margin than ever. Such a tax would encourage producers and consumers to go around all middlemen and deal direct in order to avoid the repetition of the tax. As shown by Mr. Geidel's protest in "Letters" the tax would surely hurt the grain trade.

A **FARMER** on the Interstate Commerce Commission is the modest demand by the Farm Bureau of the President, to which grain shippers will offer no objection. The Farm Bureau is expending its effort in the wrong direction, however. The farmers are in great need of a farmer representative on the Railway Labor Board. It is safe to say no farmer representative would authorize the railroad companies to continue as they are now doing, to pay employees 40% above the current outside market price for the same labor,

UNIFORMITY of confirmation blanks is most desirable but to adopt a resolution approving a new blank when there are already good forms in existence gets us nowhere.

THE EMERGENCY tariff bill has passed the House, but it will do no good to pass the Senate as Winnipeg wheat prices have advanced to figures so much above Chicago and Minneapolis as to forbid further importations on this crop, so the tariff wall is not needed.

PANAMA CANAL TOLLS would seem far from the interest of the country grain shipper; but he has a real interest as a taxpayer and freight payer, to have every boat of every nation pay the full dues whether in coastwise or foreign trade. If tolls are made free the railroads would lose some cross continent business and would have to have higher rates on grain from country points to make good their loss. To the natural advantages the seaboard towns now possess would be added more at the expense of the general taxpayer maintaining the canal.

DEATH thru heart failure of workmen laboring in the dust-laden atmosphere of grain elevators, mills and alfalfa meal plants places on the employer the burden of paying workmen's compensation to the dependents, even tho deceased had organic heart trouble, is the recent ruling by the Supreme Court of Colorado, reported in "Feedstuffs Department" this number. Men having heart trouble should not be employed in these places, and if they are the plant should be equipped with dust collectors, and casualty insurance companies should encourage their installation by some reduction in the rate.

GOVERNMENT regulation of the conditions of employment of labor on steamers made it unprofitable for one line to run its boat on Lake Huron and operation will be discontinued if the Interstate Commerce Commission grants its petition to quit. This reminds one of the Kansas Industrial Court ordering the losing flour mills to defy the law of supply and demand. When asked who is to pay the cost of a service the public does not want badly enough to pay for it, the demagog has the answer ready: "Let the taxpayer pay; let the Government own the carriers and pay the high wages."

ARBITRATION committees are showing a tendency to degenerate into compromisers of differences, instead of acting properly as strict upholders of the law and of the rules of the Ass'n. Even if it pinches in the wrong place the trade rules should be followed invariably. The reason for this rigid adherence to the rules is that unless the rules are religiously observed we will have no reliable basis for trading. Another evil that will develop as the result of departure from the rules in rendering decisions is an increase in the number of arbitration cases as soon as the ass'n members discover that the arbitration committee is likely to let them off easier than would a strict application of the rules. Then too unless the letter and the spirit of the trade rules are strictly adhered to, the decisions will educate the trade to slack observance of those rules.

IOWA grain dealers, who are anxious to avoid paying for tenants grain a second time are giving tenants in exchange for their grain, checks made payable to the landlord and the tenant, so both must endorse the check before either can get any money. Then if either party fails to get what he considers his full share he has no recourse against the grain buyer.

FEED BUYERS who have experienced difficulty in inducing millers to assume responsibility for feed going out of condition will be pleased to learn that an arbitration committee of the Grain Dealers National Ass'n recently held the contract of the Millers National Federation that "Delivery by the seller to the carrier shall constitute delivery to the agent of the buyer" ineffective against an original contract f. o. b. destination. In this case the car of wheat bran went out of condition and was sold at a loss of \$480 which the mill refused to make good because "Our responsibility ceased when delivered to railroad." Conforming to good grain trade practice the arbitration committee gave judgment against the mill for the full amount.

CANADA has ordered an inquiry into grain marketing by a government commission of four members. In view of the fact that the government has been running directly several large elevators, that the provincial government of Manitoba built many country elevators and that the United Grain Growers has been operating for several years on a big scale, can it be possible that the Canadian farmers are cheating themselves, that the government is stealing some of the grain going thru its elevators? Or have the faultfinders responsible for the institution of the inquiry become convinced that government ownership of elevators is a failure and that the co-operative elevators have proved unable to market grain at less expense than private individuals?

STORING GRAIN for farmers has not often brought satisfactory results for the country elevator man, because if the market went up the farmer would invariably persist in holding his grain longer than the elevator operator cared to act as custodian, and if the market went down the farmer is generally sore at the grain dealer because of his loss. True, the farmer has a perfect right to do with his own property just as he likes, and if he desires to speculate, even vote-seeking lawmakers will not attempt to interfere. Many growers are now carrying grain in country elevators which could not be sold for anywhere near as much as when the grain was put into store, and if the grain dealer charges the full amount of his storage, the farmer is sure to be peeved more than ever. The man who speculates in grain is influencing the price of the world's foodstuffs and should be required to stand the full measure of loss on every transaction. If the rest of the world were to come forward and offer to share his losses he would be encouraged to plunge in deeper than ever when the new crop starts to move, and he might then secure a gain, but of course would not be willing to share that with others.

SWITCHING charges at Galveston are meeting with considerable opposition from those routing grain to that port. The service at Galveston is small compared with what it is at many other grain terminals and it does seem right and proper that the carriers delivering at that port should absorb the charge just as is done at most of the other grain terminals. The Galveston Wharf Company built its terminal elevators primarily for attracting grain shipments to the port. Why permit its diversion by excessive charges?

A LOBBY of grain dealers at Des Moines was urged by the Cedar Rapids senator who had felt the absence of the trade from legislative activities, while the Farm Bureau delegation made themselves a pestiferous and dictatorial nuisance. Without knowing it the senator uttered a wholesome truth in his address when he said the farm bureau movement would be wrecked if it got into politics. If all legislators were as competent as the member from Cedar Rapids no citizen would need to visit the capital to work against destructive legislation.

IF CONGRESS is dead set on passing some law "regulating" the Board of Trade, why not have the measure as finally enacted contain such provisions as will promote the interests of cash grain men and the regular dealers? This Congress is out to aid business in every way. It is now incumbent upon those in the trade, who want to do away with something they don't like, to have that specific thing prohibited by the new law. The individual commission merchant depending on the public wires might feel competition less severe if the private wires were abolished. The older exchanges might boost the price of their memberships if the Sec'y of the Dept. of Agriculture could deny licenses to the small competing exchanges that have sprung up in the past ten years because their volume of trade is too small. No one who has an ax to grind should overlook this opportunity to benefit himself. Many amendments may so muddle the proposers as to kill the bill.

THE GOULD resolution introduced in the Lower House of Congress instructing the Committee on Agriculture to investigate the agricultural associations seeking to control the price of food products has caused some consternation among the agitators of the American Farm Bureau. Wonder is that instructions were not issued immediately to the Agricultural Committee of the House to pigeonhole the proposition and forget it. The audacity of the Farm Bureau in dictating all plans and specifications for the conduct of Agricultural affairs has so far recognized no limitations or restrictions. Some day the agitators will awake and learn they have not the authority to dictate to the great American Citizen as they thought. The farmers of the land have bought so much Blue Sky during recent years and engaged in so much wild speculation that naturally they are bears and willing to be led around by cheap agitators seeking to work him for a little more coin, but he will awake.

Arbitration on Trial.

After agreeing to arbitrate trade disputes, it ill becomes any member of a grain trade organization to refuse to abide by its agreements, or to seek an injunction from the courts restraining the association from requiring the plaintiff to abide by its agreement.

It is doubtful if the courts in the light of such agreement will grant a permanent injunction. To do so would be to strike a body blow to one of the best services rendered the grain trade by its organizations. The settlement of trade disputes before an arbitration committee composed of one's fellow-men who are familiar with all the trade's rules, customs and practices is sure to result in the equitable settlement of trade differences far more frequently than could be expected were such disputes fought out in court under the leadership of pettifoggers who depend more on abuse and vituperation than upon the exact terms of the contract involved.

Arbitration has been a great boon to the members of the grain trade not only as an easy and inexpensive method of securing a fair settlement of trade disputes, but also as the means of a broader education of the members of the trade to safer methods of doing business. The principles of arbitration as well as the practice of settling trade disputes by this means has been upheld by the courts time and again and it does not seem possible that any court would now restrain any trade organization from enforcing a contract of a member to arbitrate trade differences. The trade has profited so largely from arbitration it cannot afford now to consider seriously its abandonment.

Railroad Rates Must Come Down.

Everyone recognizes that the present high rates for freight and passengers are serving to check business. All business organizations and all farmers' associations are demanding a reduction in rates but the Interstate Commerce Commission refuses to act until the Railroad Labor Board has reduced wages sufficiently to permit a reduction in freight and passenger rates without forcing all the railroads into bankruptcy.

The rates are now so high that many products are barred from market. In fact, they would not sell for enough at destination to pay the freight. This does not matter to the railway brotherhoods. The business agents propose to resist any demands for a cut in the peak wages even though their stubbornness results in such a reduction of business as to deprive half the railway laborers of work. The members of the railway brotherhoods secured so many increases in pay during and since the war as the price of their loyalty to the nation during the war that their longing now is for still more increases in wages or reductions in working hours to the end that they may get more compensation for their services than any one else receives for similar service.

Between the Transportation Act and the railway agreements the Railroad Labor Board and the Interstate Commerce Commission, our transportation facilities are tied in such a tangle that it will take months to get them started back to normal condition. In the meantime, it behooves every citizen interested in the welfare of the nation to talk and work

for lower freight rates to the end that business may have at least a fighting chance to overcome the present handicaps and cast off depression. Rates and wages must come down together.

The C. M. & St. P. Railroad's Claim Policy.

Whenever any railroad company stubbornly persists in ignoring the rights and interests of its shippers, then it is clearly up to the shippers on that line to join hands in a fight for an early recognition of their rights. The C. M. & St. P. R. R. has long persisted in treating the rights of the grain shippers along this line with less consideration than any other grain hauling road. Upon several occasions, it has seen fit to surrender to well organized sections of the trade, but its promise to treat operators of country elevators with fair consideration seems soon to have been forgotten.

Nursing old heresies founded on "the Public be Damned" policy, the officials of this line seem to experience great difficulty in giving either fair or correct handling to claims for losses due to delay of grain in transit. Other roads recognize and pay such claims without delay or bickering, while the C. M. & St. P. R. R. always procrastinates as long as possible and then rejects outright or tenders settlement for a small percentage of the loss. Proof of delay and the establishment of its liability do not seem to receive consideration from the officials of this line. Many shipments of grain which have been delayed in transit four or five times the usual period required for transportation between the given points does not seem to change the attitude of the claim department officials of the C. M. & St. P. one iota.

During the first three months of 1920 many shippers on this line suffered heavy losses by reason of the delay of their grain in transit, yet, the C. M. & St. P. delays or refuses to reimburse them for their losses. The switchmen's strike did not start until long after so it has no bearing on claims for loss during these months. The railroad is clearly liable for all losses due to delay in transit whether occasioned by a decline in the market or a deterioration of the grain shipped, and shippers can collect for such losses by pushing their claims in court. If the carriers were not liable for such loss, surely other railroads would not dare to allow such claims, for the Interstate Commerce Commission would brand such action as illegal discrimination.

The C. M. & St. P. R. R. seems to enjoy denying shippers damages clearly due them. If grain shippers are ever to receive fair consideration at the hands of the C. M. & St. P. then it is up to them to divert their shipments from that road at the first point possible and then join hands with their fellow sufferers and collect all moneys due them for losses sustained as the direct result of delays and lackadaisical service rendered by the C. M. & St. P. Judging from the past, the head officials of the line will quickly come to their senses when the grain shippers take a firm stand against this imposition of losses caused by delay. There is no doubt that the perversity of this railroad will make it very easy for shippers on this line to divert shipments to other roads whenever possible. A few lawsuits and a few diversions will have a tendency to bring the stubborn bullheads to their senses. Try it!

Advantages of Written Confirmations.

Each new gathering of grain dealers brings to light convincing evidence that the loose methods prevailing in the grain trade result in many unnecessary losses to both buyers and sellers. If all verbal sales were immediately confirmed in writing, then most of the opportunities for differences would be removed and all telephone transactions would be more satisfactory. Some buyers persist in demanding the return of their confirmation, properly signed, until seller complies with their request. It seems to be necessary to educate some dealers to understand that written confirmations are as much in the interest of the sellers as of the buyers, because the written confirmation gives both parties to the transaction a clear, concise statement of the intentions of the other.

Where these facts are all known immediately after trade is consummated either party holding an opinion at variance with the written confirmation can generally have it rectified before it is too late to change without injury to the other party. The written confirmation should state all the conditions of the sale so clearly as to remove honest differences from the realm of possibility. Many honest differences do arise, but are generally corrected without injury to either party. Unless contracts are confirmed in writing, these differences are not discovered until time of settlement which, of course, is too late for the other party to protect his interests.

The Dust Makers Will Reform.

The explosions of grain dust in seven elevators during 1919 did arouse many owners and operators of grain elevators to greater vigilance in the matter of preventing the raising of dust at any and all times, as well as the exposure of that dust to fire, flame or spark.

But all the explosions of that year did not arouse the grain trade to a full appreciation of the great danger lurking in every grain elevator, as has been done by the recent destruction of the new, modern fire-proof elevator of the Chicago & North-Western Ry. at South Chicago.

Elevator owners and operators everywhere are now taking a deep interest in this pressing problem, and we feel certain that the great sacrifice of life and property made last month will be the direct means of bringing about reforms in the construction, arrangement, equipment and operation of grain elevators that will eventually so reduce this hazardous feature of grain handling plants that explosion insurance can be obtained at a very low figure.

Just now explosion insurance is in great demand, and because of the great loss last month some of the insurance companies are disposed to advance their rates and write policies only on those plants which are kept clean enough to be considered safe risks. Naturally, all grain elevator owners are averse to carrying 100% of the risk on this hazard, so are seeking more of this insurance than ever before.

The flour manufacturer has always been engaged in reducing wheat, corn and rye to an impalpable powder, and so long as his dust collecting equipment was deficient and his illumination was by open gas jets, the flour

mill was considered the most dangerous plant from a grain dust explosion standpoint. The miller, by using closed spouting, dust proof machines and cloth dust collecting equipment, has so confined the dust and avoided scattering it all over his plant, that the only two flour dust explosions of recent years have been the direct result of a lighted match in the hands of a careless employee.

The greater number of grain elevators makes the task of reform more difficult, but the solution of the problem is just as easy as in the flour mill with its complicated machinery and forest of spouting, and we feel certain that out of the ruins of the C. & N. W. Ry. elevator will arise new ideas and better practices in the manner of construction, arrangement, equipment and operation, to the end that all grain handling plants may be more safely operated.

The Hazards of Ownership.

Man buys what is needed for the life and comfort of his family without any hesitation, but he seldom buys anything else, unless after careful consideration and investigation he decides it will profit him to do so.

No man ever bot grain in excess of his necessities except for the purpose of realizing a profit as a reward for his assuming the risks of ownership and his service in handling it on to the consumer. No producer ever held the products of his soil after they were ready for the market unless he firmly expected to realize a higher price than was then prevailing.

Both are speculators; both may lose heavily if the market declines, or if their grain deteriorates or is destroyed by insects, fire or storm. No one can become an owner without assuming all these and some other risks. These speculators, whether they live on a farm or in a city flat, in carrying the property and caring for it perform a real service for the ultimate consumer who has neither storage room or capital to carry sufficient food stuffs to carry his family into the next crop. The consumer buys his supplies in small quantities and at frequent intervals and accepts only food of good quality. Food which spoils is condemned by the Government and destroyed at the expense of the speculator.

The food speculator is necessary to the consumers of the world. He provides a market for the producers and pays cash whenever they are ready to sell, yet the selfish agitators by maligning and misrepresenting these speculators are able to induce shallow wiseacres to enact laws against them and to lead nearsighted farmers into financing many impractical schemes for displacing the speculator, who thru long years of experience has learned how to market farm products on an extremely narrow margin.

These speculators or middlemen encounter plenty of difficulties in the world's markets and frequently suffer heavy losses, so when the politicians and the agitators seeking easy jobs persist in threatening the timorous speculator with additional burdens and restrictions, it is but natural that they should hesitate to enter the market and assume any of the hazards of ownership. Students of grain trade economics credit the many new dangers threatening the grain speculators with driving enough of them from the grain exchanges to

permit the markets to drag and decline. Surely if the new legislation, the new marketing schemes and the misguided Secretary of Agriculture were all encouraging the speculator to buy and hold grain until the consumer needed it, the prices would naturally seek a higher level. Don't blame the speculators for low prices, blame the maligning agitators.

Coming Conventions.

Every merchant owes some of his time to the upbuilding of the business in which he is engaged. By raising the grain trade to a higher plane, much waste is eliminated, efficiency is increased and profits are made more certain.

Apr. 27, 28. Missouri Grain Dealers Ass'n at St. Louis, Mo.

May 10, 11. Illinois Grain Dealers Ass'n Peoria, Ill.

May 16. The Panhandle Grain Dealers Ass'n at Amarillo, Tex.

May 18, 19. Oklahoma Grain Dealers Ass'n at Skirvin Hotel, Oklahoma City, Okla.

May 23 and 24. Texas Grain Dealers Ass'n at Galveston, Tex.

May 24, 26. Kansas Grain Dealers Ass'n, at Kansas City, Mo.

June 20, '21. Southern Seedsmen's Ass'n at Memphis, Tenn.

June 22, 23—Ohio Grain Dealers Ass'n at Toledo, O.

June 22, 23, 24. Tri State Country Grain Shippers Ass'n, Minneapolis, Minn.

June 22, 23, 24. American Seed Trade Ass'n, St. Louis, Mo.

June 20, 21. Wholesale Grass Seed Dealers Ass'n, St. Louis, Mo.

Aug. 26. The Michigan Hay & Grain Ass'n at Detroit, Mich.

Sept. 6, 7. National Hay Ass'n at Chicago, Ill.

Oct. 10, 11 and 12. Grain Dealers National Ass'n at Chicago, Ill.

Passenger agents of the western carriers in convention at Chicago, Ill., recently decided that concessions from the regular fare would be made for any organized movement of more than 350. It is probable that more such reductions will be made.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. B. & Q. 102361 was in the yards at Chester, Neb., Apr. 23, in a leaking condition. Car was tagged from Belvidere to Kansas City. Railroad employees were notified.—Brown Lumber Co.

Pa. 535965 going east passed thru Remington, Ind., on Apr. 8, leaking oats badly at the side door.—Farmers Co-op. Co.

M. L. & T. 35231 leaking grain was repaired at Holdrege, Neb., on April 2.—Holdrege Equity Exchange.

C. B. & Q. 100343 passed thru Chester, Neb., eastbound on April 2 leaking mixed corn along the side.—Brown Lumber Co.

C. M. & St. P. 203631 passed thru Monona, Ia., on March 28 leaking oats around a broken door post. It would seem to me that the shipper is partly to blame in loading a car that was unfit for grain when cars are as plentiful as they are now. This car was bulged at the sides and at both ends. The siding was loose and the door post was broken.—C. L. Taylor, Gilchrist & Co.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

The Pure Seed Law?

Grain Dealers Journal: Can the Journal furnish me with the substance of the pure seed law as regards shipment from one state to another? I think I noticed the federal seed law in the Journal some time ago.—Louis W. Sage, Julian, Neb.

Ans.: No federal pure seed law has been enacted. On page 404 of the Journal for Mar. 10 are given some amendments to the Uniform Seed Law approved by the seed dealers and seed analysts.

Failure to Furnish Cars?

Grain Dealers Journal: I have been having some trouble lately getting cars for grain, I believe it is due thru the negligence or pure intention of the road, as they have been thru here twice with good grain cars and have never left them when they admitted that they were available for loading. To whom may I have recourse to force them to leave cars when I have them ordered or secure recompense for the damage they have already done?—D. R. Taylor, Buck Creek, Ind.

Ans.: Under the common law the carrier is liable for unreasonable delay in furnishing cars, unless excused by mitigating circumstances, and shipper's recourse is to bring suit for damages.

How to Get Rid of Smut?

Grain Dealers Journal: The matter of smut discounts on wheat has always been the subject of much dispute and we feel quite certain that any information with regard to how smutty wheat is handled by mills equipped to take care of this character of grain, the cost of washing, etc., would be of general interest to your readers.

It is our understanding that smut in the balls may be readily separated from the wheat, however, when the smut ball is broken it becomes, we believe, a much more difficult problem.—Interstate Grain Co., per R. J. Moes, Hastings, Neb.

Ans.: Unbroken smut balls in wheat are not a serious proposition, as the grain dealer can blow them out with his wind separator.

After the balls have broken and the wheat kernels have been smeared it is difficult to remove the smut by scouring or washing. Some millers do not wash the wheat, but use a dry process of treating the wheat with lime

Taking Surplus at Card Price?

Grain Dealers Journal: On a contract for 1,100 bus. I shipped 1,430 as I was urged to ship a larger car and that they would pay me the market price on the surplus. I wrote on the invoice that I would accept their card bid on the morning after the day I loaded the wheat. I heard nothing to the contrary until I got the returns, when I found I was allowed 20 cents less than the card price.—J. S. Cameron, Elliott, Ill.

Ans.: Surpluses are taken to account at the market price the day after arrival of car; and seller could not hold the buyer to his understanding that the price of the surplus would be the card bid on day after sale, when buyer did not expressly consent thereto.

Shipper lost his rights by failing to make shipment in contract time. As market had been advancing buyer apparently gave seller an indefinite extension of time and it was to buyer's interest to get as large a car as possible. After the car was loaded and in transit the market dropped and it was buyer's interest to take no more than the contract amount. If at any time after time of shipment had expired the seller expressed dissatisfaction with the new arrangement suggested by buyer the

latter could exercise his privilege of canceling, buying in or extending.

Shipper must stand the loss because of failure to ship in contract time and failure to get an acceptance of his proposal to settle for the surplus on the basis of card bid of 14th. No extension, or allowance on price, changing in any way an existing contract is permissible unless both parties agree to it.

Handling Misgrades?

Grain Dealers Journal: Mr. A sold to Mr. B two cars No. 2 white corn, subject destination weights and grades, no provision was made for lower grades to apply, both confirmations agreeing in all particulars. The corn was duly shipped from country points in Kansas to the mill buyer in Texas. Ample margins were left and only nominal drafts were drawn against each shipment. The cars received official inspection in Kansas while enroute before leaving the state and graded No. 2 white. On arrival at destination in Texas, both cars graded No. 3 white, one car on account small fraction too much moisture 15.9% and the other car account small fraction too much foreign matter and cracked corn 3.5%, moisture 14.6%.

The buying mill receiving the corn, promptly unloaded both cars without notifying shipper or calling appeal inspection, and made returns to shipper discounting each car 2c per bushel remitting check for balance margin left. The receipt of returns with small check attached was the first notice shipper had that the cars did not grade properly at destination. The market had declined several cents in the meantime.

Is shipper compelled by rule, custom, or law to accept such a settlement under such circumstances.—Reader.

Ans.: On arrival duty devolved on buyer to notify seller, rejecting, offering discount, or to handle for account. Unloading without objection at the time constitutes legal acceptance; and seller can sue for contract price, when buyer can make counterclaim for damages for failure to deliver the contract quality. Read decision on page 509 of Mar. 25 Journal.

Buyer Required to Call Appeal?

Grain Dealers Journal: Mr. A. sold to Mr. B. six cars wheat at a stated price delivered New Orleans for export, subject official destination weights and grades, both confirmations agreeing in all particulars, and all six cars were duly shipped, four cars from Omaha and two cars from St. Louis.

The seller or shipper had special notation written on each invoice, similar to the following: "This car grades No. 2 hard wheat Omaha, 58.4 test, as per inspection certificate hereto attached. If this same grade is not maintained at New Orleans on arrival, call appeals inspection federal supervisor before unloading."

After several months had elapsed, returns came back showing two cars of the six graded New Orleans No. 3 hard, account 57.7 test,—the other four grading No. 2 hard at destination as indicated by invoices. The two cars grading No. 3 hard were discounted 3c per bushel, total \$87.00. The confirmations provided for such a discount.

A claims B refused, ignored and neglected to pay any attention to the particular instructions regarding the inspection, therefore is not liable for the discount under such circumstances. B claims he passed these same instructions with the official inspection certificates attached to C who bought the wheat from B. It later developed that the market declined quite suddenly after C bought the wheat and before he could resell or cover his purchase without a loss. C, therefore, concluded to carry the ladings with his bank and let the wheat ride to its destination, hoping for a reaction in the market before the cars arrived at destination and thus resell without loss. But the market kept on declining and there was no reaction. In the meantime, the cars arrived at destination, but there was no claimant for the wheat, neither elevators nor

railroad agents had any instructions for disposition, consequently after several days the cars were graded and unloaded into public elevator to save demurrage and release equipment.

Is A justified in refusing to stand for the discount on the two cars in question under such circumstances, and can he be held legally liable therefor?—S. W. D.

Ans.: When not so provided in the contract there is no warrant in law or under arbitration decisions to require buyer to call an appeal. A buyer is not a commission merchant.

Shipper or seller must hire or authorize a third party to act as his representative to call such appeals or reinspection.

Shipper's writing on the invoice was null and void, as he could not modify his confirmation in any way without assent of buyer.

A must stand the discount as provided in the contract.

A is not involved in the further loss due to failure of C to give prompt disposition.

Was Shrinkage Excessive?

Grain Dealers Journal: I have shipped in and handled 276,516 pounds of corn. I chop about one-half. None of the corn was better than No. 3, and 66,000 lbs. was No. 4 with 18% moisture. On an audit I am 3,911 lbs. short. The time of handling was the period since July 14, 1920, to Apr. 9, 1921. Most of the sales run from 20 to 500 lbs. Is my shortage out of the way?—M. M. Moser, Farmers Mill & Elevator Co., Belt, Mont.

Ans.: When corn contains considerable moisture and is kept in a mill during the drying weather of winter, or in an elevator bin which is not air-tight, a loss of 1 to 3 per cent in weight may be expected. There is a small loss in handling, more in the removal of dust and dirt, and much more by evaporation of the water contained. Therefore it may be said that a loss of 3,911 lbs. on 276,516 lbs. is not out of the way.

Minimum Carload on Grain?

Grain Dealers Journal: Will the Journal please tell us what is the minimum load on grain for an 80,000-pound capacity car? Is it the marked capacity, or 90%, 72,000 lbs.? We have been charged recently 80,000 minimum for an 80,000 capacity car. There are so many rulings and changes that it is difficult to know accurately what is in force.—W. T. Bradbury Co., Bellflower, Ill.

Ans.: Circular No. 1-0 of the Western Trunk Lines issued Apr. 6 and effective May 15, by E. B. Boyd, agent, Chicago, Ill., adopted the minimum weight schedule as published in full in the Grain Dealers Journal Apr. 10, page 593, columns 1 and 2.

The minimum weight is the marked capacity of car, except for oats, and ear, snap or shuck corn. The minimum is less than marked capacity if loaded to within 24 ins. of roof, or to grain line or to full space capacity, as stated on page 593.

Delaying Loading of Car?

Grain Dealers Journal: The railroad company spotted us a car for wheat loading on April 14 at about 9:30 a. m. On April 15 (falling weather) this car was pushed off spot by a freight train. April 16 was a fair day, April 17 was Sunday, on April 18 car was returned to spot about 5:30 p. m. We finished loading car April 19 and 20.

If we had delayed the car we would have been charged demurrage and as they delayed us haven't we recourse against the railroad company?

Is the shipper liable if car is not sealed and can he refuse to seal same and demand that the railroad agent seal them?—Paoli Farmers Co-op. Elev. Co., Paoli, Colo.

Ans.: There is no rule for damage due to shifting of car from spot; and the amount would have to be determined by a jury in a suit for damages. Shipper's recourse is by claim followed by suit if necessary.

Shippers for their own protection should seal the loaded car, either with their own seal or one furnished by the railroad company. In case of loss in transit the seal record will aid in collecting claims. It is immaterial whether the seal is put on by the agent or by the shipper with the agent's consent. The shipper can decline to seal the car and request the agent to do so; but it is to shipper's own interest to seal the doors as soon as loaded to prevent undetected theft of the contents.

"House-Cleaning" Program of Grain Exchanges.

Legislation inimical to the grain exchanges is threatened by Congress, as shown by the com'te report in the House of Representatives last month, requesting the exchanges to suspend speculative short sales until Aug. 1. The prospect that restrictive bills would be enacted in response to the increasing agrarian agitation has become alarming to the officers of the exchanges and several conferences have been held at Chicago by their representatives from different cities to devise a plan of action to protect the exchanges.

In the past the policy has been to educate the members of the Congressional com'tes to understand the benefits of exchange trading. Able men such as the late John C. F. Merrill have succeeded in carrying out this correct policy. They have stood firmly on the principle that speculation is legitimate.

Apparently to forestall expected legislation curbing the speculators the exchanges, thru the Chicago Board of Trade, have issued a statement of suggested changes in their methods that will comply in advance with the ideas of the agitators and obviate the necessity of legislation. This statement follows, in part:

OVER-SPECULATION.

During the war period and for approximately eighteen months following the signing of the Armistice, there was an unprecedented speculation in commodities of all kinds. This activity was not confined to Exchanges, but on the contrary speculation in non-essentials, as well as necessities, was in infinitely greater volume where the Exchange System did not exist. In view of these general conditions and the state of the public mind, it is not surprising that measurably a similar situation existed on the Chicago Board of Trade.

For approximately three years, however, there was no open market in wheat for future delivery and consequently greater speculation in other commodities. During the period in question, the markets were greatly disturbed because of the close adjustment between supply and demand and more particularly because the buying was transacted by governments and not by individuals. The necessities of their peoples apparently justified these governmental agencies in entirely ignoring price as a consideration in making their purchases. Consequently, it is not surprising that a vast number of investors, having knowledge of this fact, tried to keep in the wake of these huge government purchases, thus accelerating the general activity of the market. Furthermore, the intemperate and at times seemingly hysterical buying by these European Governments would cause an upheaval in values and keep the market in a constant turmoil.

Speculation on Exchanges generally was not more excessive than speculation in commodities not traded in on exchanges, but the public mind was inflamed and misinformed because of the general policy of the Public Press to write up, in a spectacular manner, the operations of individuals in the market. In the trade itself it is frequently impossible to distinguish future transactions of a purely commercial character from those of a speculative nature. The Press fell into the common error of assuming that the great bulk of the transactions of our members during the period stated, was for individuals and speculative.

The plain and simple truth is that during this time of intensified demands, governments alone traded in hundreds of millions of bushels of grain for future delivery as a part of their purchases of actual grain for consumptive purposes. In addition, the grain merchants and manufacturers of this country used the future markets on an enormous scale in hedges against both their purchases and sales for domestic distribution, as well as for export.

At times individuals attempted to follow in the wake of the operations of these governments. This activity on their part for short periods undoubtedly resulted in what might be properly charged as over-speculation. Since July 1, 1920, there has been little, if any, cause for complaint. Governmental buying has been irregular; in fact, it is apparent that they frequently withheld their buying orders for the purpose of depressing values in order that they might buy more cheaply. The general economic depression which struck the entire world

was undeniably the leading reason for decline in commodities traded in on Exchanges and elsewhere.

The processes of liquidation and deflation were hurried by over-production and because competing producing countries were under-selling us, not only abroad but at home. The buying agents of these European Governments took advantage of this situation and at times for weeks and months entirely withdrew their bids from our market. It is apparent to all thoughtful persons that speculation on the exchanges had nothing whatever to do with the reduction in values of farm products; but rather that this situation was brought about by natural conditions.

At the present time there are huge stocks of grain in commercial channels, in secondary positions and in the hands of farmers. Much grain now on the farms is sold and will be delivered after the farmer has completed his spring work. It is the speculator and nobody else who has carried, and is carrying, this load, the farmer being unable or unwilling to carry the grain. Grain merchants, miller, exporters and all other so-called middlemen, were unwilling to assume the risk of price fluctuation and the speculator stepped into the breach and virtually acted as an insurance underwriter for all of these elements of the trade, in carrying this huge surplus until a demand would provide an outlet.

It is clear, there has been no over-speculation since July 1, 1920, and if the exchanges have met with one difficulty it is in finding sufficient number of persons to help the farmer, the grain merchants and the miller carry these enormous supplies pending an actual consumptive demand. The agitation against exchanges and the charges uttered by uninformed critics have undeniably kept many investors out of the market who otherwise would have been glad on account of the price level, to have become investors in contracts for future delivery—thus carrying the load which others were unable or unwilling to assume.

It must be obvious that to maintain a broad open market we must have traders of all classes, large as well as small. The very situation which makes our Exchange the greatest market of its kind in the entire world is that it possesses volume and breadth, constancy and liquidity—thus providing continuously and without interruption a market for producer and consumer.

We do find some trade customs of which advantage could be taken by those intent upon over-speculation. They are,

Deferred Acceptance Contracts, which are better known as Indemnity Transactions, which can be made use of for excessive and spectacular trading.

Extending of credit by commission houses to clients whose transactions are for other than hedging purposes.

It is our firm purpose to prevail upon our membership to so amend our rules as to preclude all transactions in Indemnity Contracts and at the same time induce other exchanges to follow the same course. While these contracts at times serve a very useful, economic function, nevertheless, they are frequently used as a medium of entering the market on a large scale. We have concluded that this latter fact outweighs all of their advantages and that they should be abolished. Further, we shall urge an amendment to our rule prohibiting the extending of credit for purely speculative purposes. These suggested amendments, if carried out, will, in our judgment, entirely eradicate over-speculation within the trade.

This Exchange will constantly exercise supervision over its market. Its officials will, so far as humanly possible, prevent over-speculation. Their task is a delicate one and fraught with grave dangers, if not handled judiciously. Any attempt to impose restrictions or limitations on the volume of trading by individuals might so impair the open market as to bring chaos, not merely to the producer, but to all commercial and financial interests as well. Any act which in any respect interferes with constancy and liquidity of the markets for farm products, would likely cause complete prostration of business.

Manipulation of the grain markets has usually been attempted for the purpose of forcing prices upward. Manipulators have been inspired by the belief that it would be possible for them to buy a greater quantity of contract grades of grain than could be delivered at the time and place of delivery for which the contract called. At times such manipulation has been successful; oftener it has failed. The Chicago Board

of Trade, for years past, has bent its efforts towards preventing such attempts at manipulation with such success that manipulation has practically been eradicated. Lower grades of grain have been made deliverable on contracts, and grain may now be delivered in freight cars on future contracts the last three days of the delivery month, and in emergency every day of the month, instead of only in store, as formerly; furthermore, rules have been passed providing for harsh discipline of manipulators all of which has helped materially to wipe out the evil. During the war period the small supplies of grain would naturally have encouraged manipulation had it not been for the changes in delivery details, and for the disciplinary measures rigidly enforced. As the result of these corrective measures manipulation was practically unknown. Enforcement of our present rule is all that is needed to prevent such manipulation.

Short Selling: The belief that the grain markets can be manipulated downward, that short-selling can successfully and permanently reduce prices is erroneous, and is based on lack of knowledge of the markets and of economic laws. In an open world's market, such as the grain market, downward manipulation is impossible, with this exception, that a short seller might throw large quantities of sales into the market and break prices while the selling was in progress, or until the prices at which the grain was being offered were disseminated throughout the world, and the world's buyers became aware of the values at which the grain was being offered. Should the short seller offer grain below its legitimate value, the world's buyers would flock to the market with their orders to take his offerings.

The short seller does not add to the supply of grain; on the other hand, he has a legally enforceable contract which he can satisfy only by one of two methods; first, by making a counter-purchase in the same market in which the sale was effected, or, secondly, by entering the commercial market, buying the actual grain, and delivering it to his buyer on the contract.

The short seller is always at the mercy of the buyer or of the owner of the grain, for he sells something which he does not own and he must buy that something back. If he buys back in the open market, his purchases would naturally advance prices to the extent that his sales had force declines. If he buys the actual grain to deliver, it would be unreasonable to assume that he could buy this grain below its true legitimate value.

The short sale, when made, is not a transaction in cash grain (although it becomes a cash transaction at the maturity of the contract) and since cash grain prices are determined by the present actual supply, the cash grain can not be materially influenced by an offer to sell short for future delivery.

Where there is a short sale for future delivery and the delivery month subsequently arrives, the short seller unless he has previously covered in the open market, must then buy cash grain with which to make delivery under his contract. The short seller thus forcibly becomes a cash buyer and any influence of his cash purchase would be for higher and not for lower prices. In reality, speculative short selling is a stabilizing influence in the market, for each short seller creates a buyer in himself. To eliminate short selling would destroy the usefulness of the futures market for hedging purposes, just as surely as would the elimination of speculative buying. Should attempts be made to manipulate the market downward our rule against manipulation would be rigidly enforced, and offenders disciplined. Such manipulation would be unprofitable for should a seller sell more grain than he could deliver, he would be penalized under our rules to the extent of five to ten per cent of the commercial value of the grain.

The futures market, the basis of which is organized speculation and upon which is built the entire hedging system of price insurance, moves our surplus grain crops with greater economy and efficiency than would be possible by any other method. Realizing the great economic service which is thus performed by organized speculation, we can not consider recommendations for restrictions which would hamper hedging facilities and destroy the economic usefulness of the market.

Private Wires: In considering the question of private wire offices in small towns and villages, the Directors of the Chicago Board of Trade recognize that the private wire is of un-

[Continued on page 678.]

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Farmers Want All Prices Reduced.

Grain Dealers Journal: Farmers in this section of Missouri are becoming discouraged. One came into the elevator the other day and after asking me the prices said: "Everything we buy is high and what we sell is cheap. In pricing clothes I find that it will take 100 bus. of corn to buy a suit, 25 bus. to buy a pair of shoes and 10 bus. to buy a shirt. The farmer would not mind the farm products being cheap if what he buys would be cheap in proportion."—A Shipper, Trenton, Mo.

Avoid Sweeping, Use Flexible Hose.

Grain Dealers Journal: To avoid grain dust explosions in elevators, I would suggest using the words, Light, Cleanliness and Ventilation, in the designing and operation of elevators; also that all employees should be especially instructed about fire.

I think that much could be done in keeping down the dust that is allowed to gather on walls, beams and floors, if our dust collecting systems were fitted with connections for flexible hose, that could be moved from place to place, and by means of suitable handles reach and clean these places. Avoid sweeping which stirs up a lot of dust, especially sweeping down the dust that has gathered on beams and bin bottoms. This would eliminate one big source of danger.—Leonard Construction Company, by G. R. Williams.

"Inspection Allowed."

Grain Dealers Journal: We have noted your editorial on page 582 of April 10th issue and we commend you highly for your expressions pertaining to "Inspection Allowed." We have also noted Joseph Gregg & Son's letter on page 586 of the same edition.

If you only knew the terrible experiences suffered by many shippers of oats, etc., to the Southeast, where arrival draft terms govern, you would have made even stronger argument against the unwarranted "Inspection Allowed" custom generally contended for by Southeastern buyers.

The cases cited by Jos. Gregg & Son were unquestionably errors on part of the carriers and not the shipper or inspection, and we venture to say that there is no case on record where a responsible shipper or receiver failed to rectify such errors as made by these people. We are both receivers and shippers and invariably pay demand drafts on all grain bought on government grades and we experience little or no trouble. We fail to see that the privilege of inspection would benefit us any.

Likewise, we sell the regular trade on demand draft terms, except Southeastern states, where there seems to be an old custom of requiring arrival drafts and inspection allowed. We are strong for breaking up this custom. If a buyer is afraid of getting stung he should deal with responsible people at responsible markets. The trouble is these buyers trade with irresponsible shippers, who don't supply regular grade certificates and undersell the market. Naturally this results in dissatisfaction and complaints.

We were forced, the past season, to take tremendous losses on grain sold on official grades at origin simply because our Southeastern brokers made sales on basis of arrival draft terms and a large percentage of the buyers repudiated their contracts simply because the markets were materially lower. Please understand this was not true in all cases, but they

predominated. The grain was shipped in strict accordance with the contracts, licensed inspection certificates were supplied, but simply because the buyer had demanded the privilege of holding up payment of drafts for arrival, and the markets were materially lower by the time the grain arrived, they took advantage of the fact that they had not paid for the grain and we were forced to resell at tremendous losses.

This has been our experience on "Arrival Draft Inspection Allowed Shipments," and we can't refrain from making reply to the Atlanta communication.—Yours truly, Smith Bros. Grain Co., per J. A. Simons, Fort Worth, Tex.

Opposed to Sales Tax.

Grain Dealers Journal: We cannot subscribe to a general sales tax as it is fundamentally wrong. It is unequitable in the extreme and if enacted will have a tendency to destroy the marketing machinery of one of the largest industries in this country, viz., the grain trade.

In the light of an average profit in the grain business, to speak of a sales tax, amounting to 1%, that simply borders on the ridiculous. If a grain firm is fortunate enough to make a gross profit of 2% on all its sales, it is to be congratulated. The proposition of taxing this business 1% on the gross sales, equivalent to 50% of the gross profits, needs no further elaboration on my part to show how ridiculous the proposition is.

We are opposed to pyramiding the tax on a loaf of bread. Between the first sale, made by the farmer, and the sale of the flour, by the miller, there are two essential factors which have been overlooked, and in each turnover there would be a tax; either one sufficient to insure elimination of the grain dealer.—Geidel & Leubin, per J. A. A. Geidel, Pittsburgh, Pa.

High Freight Rates Bar Many Products from Market.

Grain Dealers Journal: There is no question but what the excessive freight rates we are now obliged to pay is a serious blow to the West generally. We know that the rates were increased on the same percentage basis as was applied to the other sections of the country, but when you increase a freight rate of, say, 40c per hundred pounds one-third, it means an increased rate of 13c per hundred, and when you increase a rate on the same commodity of 80c per hundred one-third, it means an increase of 26c per hundred. While it is true that the increase has been on the same basis, yet in one case we have a burden of 13c per hundred added to the commodity, while in the other case the burden is 26c per hundred, and in many instances it is sufficient to put the commodity out of the market.

The present freight rates are the most serious detriment to a general revival of business. As matters now stand there are many commodities that are thrown out of line to such an extent that they are prohibitive for the dealer to handle. We have had several instances of this nature come up in our own business this spring. We had figured on handling carloads of certain commodities on which basic prices were attractive, but when the freight rate was added the re-sale price was prohibitive and we believe that there are thousands of such instances in all parts of the country. Goods are not moving for the reason that they will not stand the excessive freight rates.

We believe that the railroad companies realize that the present rates can never be productive of business, consequently cannot result in transportation of sufficient volume to make the transportation industry a profitable venture. Under present conditions it would seem that it is practically impossible for the railroads to reduce their rates; railroad wages must be reduced first. The railroad employees certainly cannot expect to get war time wages in peace times; if they are going to continue to get such wages it simply means that the railroad companies and the general public will be working

to support a single class. With the reduced cost of living, wages must be reduced, just as profits of all industries have been reduced.

As railroad rates affect the seed industry of this section, there is no question but what they are working to our disadvantage at times and will continue to do so until rates are adjusted to a more reasonable basis. We think that at present these rates are not seriously affecting the acreage being put into seed. Our farmers are groping in the dark, to a great extent, on just what line of farming to follow, and consequently, are either going ahead on the same lines they have been following in the past or else experimenting with a large number of different crops, simply farming by chance and without plan. It is practically impossible for them to use any great amount of judgment under present conditions until they know more in regard to just where we stand for the future.

We believe firmly that railroad wages and railroad rates are going to be reduced. It has always been our observation that when the price of a commodity becomes prohibitive that the old law of supply and demand takes care of the situation. Prices on all commodities, labor and transportation included, must work to the level of a good trading basis that will be productive of business before we can expect a general return of prosperity.—Yours very truly, Darrow Bros. Seed & Supply Co., by Wm. T. Leslie, Twin Falls, Ida.

Insists Shipper Should "Allow Inspection."

Grain Dealers Journal: The paragraph at the bottom of the last column of page 493 of The Grain Dealers Journal for March 25 is so completely out of line with your usual fairness and excellent judgment that I cannot let it pass without a few words of comment.

Apart from common law rights, the courts have pretty conclusively decided that a person has a right to examine any shipment of stuff before paying for it to satisfy himself that the package or car contains the goods described in the document.

In your comment on this matter you apparently overlooked the fact that a very large proportion of your subscribers are buyers of grain in carlots as well as shippers, and I believe that most any one of these concerns will testify that while there are some unreliable dealers at both ends, they are very evenly distributed among buyers and sellers. Judging from my experience during the trying period through which we have just passed, I must say that I cannot call to mind a single case where the practice of billing goods with clause "Allow Inspection" has been misused by a buyer.

As a matter of fact, you have taken an entirely wrong view of the situation. Any shipper who delivers goods in accordance with his contract has absolutely nothing to fear from inspection at destination. In considering this matter you should bear in mind that the seller has at the time of shipment the privilege of examining the shipment, and is presumed to know just what goes into the car. As a matter of actual fact, however, in most cases the responsible head of the shipping concern leaves the actual loading of the shipment to subordinates and does not know what goes into the car from his personal observation.

Consequently, the buyer must not only rely on the integrity of the concern with which he is dealing, but is also obliged to assume that every irresponsible employee of that concern is just as upright and fair as the responsible head of the concern.

Leaving out any question as to intentional misrepresentation, I know, and you know, that some employees are careless and that shipments are not always what they are believed to be by the concerns who make them. I say that if shippers have not enough confidence in the integrity of the buyers to feel

entirely safe in permitting examination of the goods, they are very much better off without the business; and I repeat that no shipper who has fulfilled his contract should object to inspection at destination when the terms of the contract are such that is practicable. Of course, in case of sight draft terms, the buyer must necessarily rely on the integrity of the seller.

I do not believe you so intended it, but this editorial is most unfortunately worded and is a most undeserved reflection on a great many of your good friends and subscribers. I think you should correct it.—Very truly, D. Arthur arr, Philadelphia, Pa.

Why Iowa Speculators Are Broke.

Grain Dealers Journal: After reading in the newspapers and numerous farm papers the causes and remedies for the Iowa farmers' present financial condition, am giving you herewith the actual causes as seen from an unprejudiced view of a humble bystander.

In the past 5 years there have been no farmers in this state. The tiller of the soil was purely and simply a gambler. After raising a bumper crop, did he figure what price would return him a good profit? He did not. He figured solely on the possibility of getting the top of the market. He would set an imaginary price as satisfactory, and when the commodity reached that price he would refuse to sell with the statement that as long as the price advanced to that figure he could get another quarter per bushel by waiting a while longer.

If the average farmer got a hunch over night that prices might fall he immediately hunted up his farm paper in the morning, read over what the editor had to say, which in every case would be, "Hold your crop, sit tight, and you will get your price ultimately."

After reading this line of bunk, Mr. Farmer was fully convinced that he was on the right track. So taking a fresh chew he hitched his pants a notch tighter and went to work with the idea of next year raising the ante at least another half dollar per bushel over this year's price.

For an example of the way some of the level-headed farmers were coerced by their neighbors: The writer went to a neighborhood tributary to his town to buy 10,000 bus. of corn at \$1.71 per bushel last summer and was able to purchase only 1,500 bus. held by one farmer, and the rest of the farmers set a price of \$2.00 or nothing. When the party who sold called on his neighbors to help haul, they were so enraged that he sold, they refused to help him haul and imparted the information that he would regret his hasty action when they sold their corn later at \$2.00.

All the other farmers still have their corn in the crib, while the seller reduced his mortgage by \$2,550. Is he happy? I'll leave it to the reader's imagination.

This is only one case in many that have come to the writer's notice in the past 5 years. The most deplorable part is that most of the gambling farmers were not financially in a position to stand the drop. As a result of this holding policy of the farmer the stocks of grain held on the farm are the largest in the history of the country at this time of the year, and the largest portion must be liquidated before the first of September, which of course will mean the glutting of the market and new low figure on the new crop.

The wool crop was handled along these same lines with the help of our County Crop Expert (?). Last summer a wool buyer called on the writer and unloaded his troubles. Said he had been out on the road for a month, looked over fully 200,000 lbs. of wool, but could not buy a pound as the farmers had been advised by their County Crop Experts to pool their wool and store it for higher prices. (The buyer was paying from 28 cts. to 38 cts. per pound.) According to latest reports, the County Agents have advised their farmer friends to have their wool made up into blankets as this was the only method that would realize them

anything over storage costs. They did not state whether the blankets would be made gratis or a charge accrue.

Now, dear reader, please bear in mind the fact that all the farmers did not follow the foregoing methods. The small percent of level headed farmers sold when the profit looked good, put their money into the savings bank against a time when prices should fall. This class of farmers is not complaining, but are thankful they lived in times when money was made so easily.

The second cause of the dire financial straits of the average farmer is investment in worthless stocks. During 1918, 1919 and 1920 any stock that guaranteed anywhere from 20% to 200% dividends was eagerly bought, and in many cases notes given to cover purchaser over the amount of ready cash the farmer had. It would take too much space to list the stocks that have been sold in this community and none of which are listed on any Exchange at this writing. How could the average man be taken in so easily, you will ask? Mr. Stock-salesman would come to town, look up a man who had considerable influence in the community, convince the party that his stock was legitimate by giving a 10% to 25% bonus on all sales made in that vicinity. Of course the proposition was O. K. if such a liberal bonus was promised, and sales were made so fast that applicants had to take turn by number. If any advice was offered prospective purchasers by more level-headed citizens, the answer was, "I am not asking for advice from knockers." The money that was taken out of this county for worthless stock would finance every farmer and business man in the county and leave a little surplus.

Why, even some of the tenants in this community have tried to borrow money from the writer on this worthless stock to pay last year's rent. These parties are to be pitied, as were it not for the influential party of local origin, they would not have purchased this stuff. Even at this writing there are still a few stock salesmen soliciting farmers who have a few Liberty Bonds left.

About two weeks ago one of my farmer patrons called on me and advised that he had an opportunity to buy some stock in a concern that was guaranteeing 8% on the investment and accepting Liberty Bonds at par in payment. He also advised that there was a possibility in the near future of his Liberty Bonds not being redeemed. According to Mr. Stock-salesman, there is a movement on foot to have a national bonfire for each and every holder of Government bonds to burn up his holdings and cancel this debt of Uncle Sam. Yet Mr. Salesman was willing to take this chance and still guarantee 8% on the investment.

The third cause of distress financially is the inflated values of farm lands and high farm rents. As to farm rents, it has been the habit during the past six or seven years for the average tenant to keep a weather eye on the man farming a good farm and when he figured this party was making a good profit, he would hunt up the owner of that farm and offer from \$1.00 to \$2.00 and even \$3.00 per acre more and get the farm and trust to luck for prices to raise a like amount so as to leave a good profit. After this stunt had been performed two or three times on a farm, the rent was up to where a small drop in prices left a deficit, and the present drop meant bankruptcy. Then again many farmers bought land on capital consisting of little more than a shoe-string and they are paying interest on a basis of from \$10.00 to as high as \$15.00 per acre, which of course at this time spells ruin.

To remedy the foregoing conditions, some of the States are going to build a system of storage elevators for the purpose of storing the farmer's grain so he may once more raise a crop of corn and store it away until the price drops from \$1.90 per bu. to \$0.40. Or he can store his wheat at \$2.50 per bu. and later take around \$1.00.

Who is going to dig up the deficit when the farmer stores his corn in a public elevator,

when the price is, say, \$1.00 and he borrows \$.75 per bu. on his warehouse receipt and the price drops to 50 cents?

Some bright bird will come forth with the statement that he will be sold out when the price drops to the point where his advance will be net. He has had that privilege on the present markets for many years, and when he was sold out he hollered loud and long, "Robbers!" But if he is sold out by his constituents he is supposed to take his medicine, however bitter, and say he likes it. In any case, the original cause, "drop of market," is still as much in evidence as ever.

Changes in the present methods of handling grain will not help the price one penny, however much some of these long-haired, so-called farmers may howl.

Legislation or high tariffs will not help either so long as the farmers insist on holding two and three crops of grain until the country is glutted. Selling each crop as soon as matured has not sent one farmer to the poor house in the past 20 years. Farming at a loss for one year is not new to the world, the same as in any other line of business. If farming were guaranteed a yearly profit by legislation, every mother's son of us would go farming. The thing for every farmer to do is cut down expenses as close as possible, let all the investments in farmers' fanatical organizations strictly alone, buy one less automobile this year, and sell your crop as soon as matured and you will have no cause to worry about the future.—Hawkeye Buyer.

Will Hear Proposals to Change Wheat Grades.

On Wednesday, April 27, at 2 o'clock, Secretary Wallace will receive a delegation from Minnesota, who, it is reported, will ask for changes in some of the requirements of the federal wheat grades, particularly for hard red spring wheat. It is understood that this delegation is going because of action taken recently by the Minnesota legislature looking to the re-establishment of the former Minnesota State grades unless changes are made in the federal grades.

It is announced that the Secretary will be glad to have present at the meeting the representatives of any other interests who would like to hear the proposed changes, and that ample opportunity will be afforded them to present their views after the Minnesota delegation has been heard.

ROUMANIA's winter wheat acreage this year amounts to 6,543,000 acres or about 1% less than the acreage last year according to the International Institute of Agriculture.

THE JAPANESE RICE bill which provides for a rice tariff and the purchase of all rice by the government passed the Diet on April 21. Fearing the enactment of such a law Japanese farmers for weeks have been dumping rice to get it out of their hands.

The National Economic Council has published an outline of the regulation which states that a commission of grain merchants will have charge of the grain distribution. A provision is also included which will prohibit the re-exporting of grain shipped into Germany.

Our Callers

- R. Bruce, El Paso, Ill.
- R. W. Jeter, Dixon, Ill.
- C. C. Davis, Corwith, Ia.
- E. W. Davis, Galesburg, Ill.
- D. B. Fegles, Fegles Construction Co., Minneapolis, Minn.
- E. E. Hotchin, special agent, Michigan Millers' Mutual Fire Insurance Co., Lansing, Mich.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

COLORADO.

Lamar, Colo., Apr. 9.—Crop conditions are good but will need moisture soon to maintain present conditions.—J. D. Infield, J. D. Infield Grain Co.

La Junta, Colo., Apr. 11.—Very little wheat has been raised in this section heretofore. The acreage will be larger this year because of the farmers not signing up their beet contracts.—L. S. Mahoney, mgr., La Junta Flour Mills.

ILLINOIS.

Macon, Ill., Apr. 20.—The new wheat and oats are not looking so promising as they were as they have been damaged by the freeze, and should dry weather set in before they have sufficiently recovered we will not have a very good crop of small grain this year.—J. S. Guthridge, mgr. J. S. Guthridge & Co.

Springfield, Ill., Apr. 16.—Take all, found in wheat in Sangamon, Madison and Mason counties last year, has made its first appearance this year in Logan County, according to the Illinois University Crop Department. The farmer who reported the infection admitted that some of his wheat was damaged last year but that he had not reported it.

Springfield, Ill., Apr. 20.—The cold weather retarded the growth of vegetation. The heavy rains were beneficial to crops altho they delayed corn plowing. Winter wheat was retarded by the freezes, but its condition is generally good. It deteriorated in parts of the southern division. Spring wheat was covered with ice and snow in the northern division. Oats were damaged, and a considerable portion has been reseeded.—Clarence J. Root, meteorologist, U. S. Dept. of Agriculture.

Chicago, Ill., Apr. 16.—Reports from our representatives in the field indicate that it is still too early to determine with any accuracy the damage done by the recent cold spell over the northern half of the country. Forage crops progressing nicely. Live stock, owing to mild winter, in exceptionally good condition. Oats fair to good. Corn planting has commenced in the southern states, with some up in Texas, South Carolina, Louisiana and Alabama. Reports tend to confirm last week's report as regards cotton acreage reduction. Recent frost damage in Texas was not serious.—American Steel & Wire Co.

Springfield, Ill., Apr. 23.—Plowing for corn was greatly delayed during the week by the unfavorable conditions of the weather and the ground. A small acreage has already been planted in the southern end of the state. Growth of winter wheat was retarded by the freeze and the crop has deteriorated some in southern counties. Condition on the whole is still high. In northern sections the spring wheat and barley were covered by ice and snow the first part of the week. Growth was retarded and some damage, probably not heavy, has resulted. Oats have been damaged considerably by the freezes and a considerable portion of the acreage first sown has been reseeded. Some of the fields have been plowed up and will be planted to corn. Condition of the crop is now fair and with favorable conditions from now on it should improve rapidly. Acreage will probably not be as large as at first intended. Clover and alfalfa suffered again from freezing. Growth of grasses is still in advance of the season but made little if any progress during the week.—S. D. Fessenden, agricultural statistician.

INDIANA.

Upland, Ind.—Winter wheat is making rapid growth as weather is ideal. I do not think there be any acreage abandoned. Oats are all in good shape. Corn ground plowing is 90% done. Meadows are 20 days early.—W. W. Pearson.

Evansville, Ind., Apr. 22.—The recent flood along the Wabash river has done considerable damage to the growing wheat. Many thousands of acres were covered by the high water and the crop was injured considerably, according to reports received after the water went down.—C.

IOWA.

Libertyville, Ia., Apr. 22.—Average oats crop. Practically all resowed on account of the freeze.—A. H. Miller.

Elberon, Ia., Apr. 21.—Good prospects for oats. Freeze did the oats a pile of good.—M. L. Bremer, mgr. Elberon Farmers Grain & Supply Co.

Nevada, Ia., Apr. 21.—Oats did not suffer from the cold. Farmers are up with their work. In 1895 we had some bad freezes about this time and had one of the largest crops that Iowa ever raised.—R. A. Frazier.

Sergeant Bluff, Ia., Apr. 16.—More small grain has been put in here than for several years. Farmers intend to cut down a lot of their corn acreage as it does not pay to raise corn under present conditions. Weather has been ideal for spring work, and it is all well advanced. Winter wheat looking good again, tho it was undoubtedly hurt some by the freezes of the last two or three weeks. No spring wheat being raised at all this year. Weather has been dry all spring, but it has been raining the last two days. Potatoes about all planted, a larger acreage than usual. It seems to be the idea of the farmers this year to raise almost anything else than corn.—Sergeant Bluff Farmers Elevator Co.

Des Moines, Ia., Apr. 19.—Farm work was generally retarded by the cold, snow and rain, but the moisture was beneficial and the northwestern part of the state badly needs more rain. In this section gales drifted the dry soil and small grains. Otherwise small grains are generally in good condition though much re-seeding of oats has been necessary in the southern half of the state, amounting in some localities to as much as 50 per cent of the acreage. Plowing and preparation for corn planting is far advanced. Most farmers are only waiting for warm weather to start their planters. A few, in Ringgold and Mahaska counties, had planted some before the rains began on the 13th.—Charles D. Reed, meteorologist, U. S. Dept. of Agriculture.

KANSAS.

Palco, Kan., Apr. 22.—Wheat thru here is in good shape.—E. Sharpe.

Plainville, Kan., Apr. 21.—Growing wheat looks good.—F. J. Finnessy.

Studley, Kan., Apr. 22.—Wheat thru here looks good.—F. D. Walters.

Palco, Kan., Apr. 22.—Wheat thru here couldn't be better.—S. S. Rodgers.

Hoxie, Kan., Apr. 22.—Growing wheat is in good condition.—E. F. McGleason.

Belpre, Kan., Apr. 18.—Wheat looks good here. No damage from freeze.—Tom Brown.

Natoma, Kan., Apr. 21.—Some of the wheat has been blown out of the ground.—H. G. Schlok.

Buffalo Park, Kan., Apr. 17.—Growing wheat in this section is in good condition.—W. E. Donahue.

Paradise, Kan., Apr. 21.—The high winds have damaged the wheat about 25%.—H. R. Mothershead.

Vesper, Kan., Apr. 21.—Much of the wheat has been blown out or killed by the freeze.—W. C. Saenger.

Ellsworth, Kan., Apr. 21.—Growing wheat is in good condition. Heavy rain has been very beneficial.—L. A. Daniels.

Hill City, Kan., Apr. 22.—Do not believe the crops would be better. The cold weather did not hurt the wheat any thru here.—Richard Odle.

Bogue, Kan., Apr. 22.—Wheat thru here is looking fine. Prospects are good for a big crop, in fact better than ever before.—G. W. Miner.

Damar, Kan., Apr. 22.—Growing wheat is in good condition. Heavy rains have been beneficial and came at the right time.—M. M. Meddy.

Lincoln, Kan., Apr. 21.—The wheat thru here does not look very promising. About 40% of it is gone because of the high winds and the last freeze.—G.

Russell, Kan., Apr. 18.—Wheat thru this section looks very good. Not more than 20% blown out.—Russell Milling Co., per H. H. Wentworth.

Russell, Kan., Apr. 18.—Growing wheat in this section is in good condition and the acreage this year is as large as that of last year.—J. A. Mehler.

Menlo, Kan., Apr. 22.—Growing wheat is not in as good condition as it was before the freeze. Still it has not been damaged to any extent.—J. J. Perry.

Hill City, Kan., Apr. 22.—Prospects for a large wheat crop are good. Some farmers report damage but the growing conditions are good.—J. J. Blackman.

Grinnell, Kan., Apr. 14.—Growing wheat is in good condition. The rain we have just had will prove very beneficial. Barley has been set back by the cold snap.—E. C. Purma.

Leoti, Kan., Apr. 14.—Wheat thru here is not looking very good as it needs moisture badly. Barley and wheat were damaged some by the freeze.—Leoti Equity Co-op. Mill & Elevator Co.

Oakley, Kan., Apr. 16.—Wheat is not in very good shape due to the weather. The present showers, which were the first of this spring, will be very beneficial if followed by more.—J. H. White.

Vesper, Kan., Apr. 21.—The growing wheat is fair but the freeze was hard on the crop. We have had continual high winds thru here. The heavy rains of last month is all that saved the crop.—S. B. Brumbaugh.

Lakin, Kan., Apr. 13.—The freeze on April 10 did not hurt the wheat any but damaged the barley some. Some of the farmers may have to reseed. However, indications are that the first warm weather will show the barley up.—The Lakin Equity Elevator Co.

Victoria, Kan., Apr. 18.—The growing wheat is in poor shape as most of it has been blown out. About 50% of the wheat in Ellis County has been destroyed by the freeze and the high winds. Some of the acreage will be planted to oats and barley.—P. N. Drieling.

Ellis, Kan., Apr. 18.—Much wheat in this section has been blown out of the ground. In many spots there is no wheat left. Condition in this vicinity is the poorest in the state. Only one half of last year's crop will be produced. The damage covers an area of 15 miles in all directions.—Thomas Hayes.

Topeka, Kan., Apr. 16.—General crop conditions in Kansas are favorable. The estimated Kansas acreage is corn, 4,800,000 acres; rye, 260,000 acres; barley, 575,000 acres; oats, 1,500,000 acres; kaffir, feterita and milo, 2,150,000 acres; alfalfa, 1,225,000 acres; prairie hay, 950,000 acres.—S. H. Johnson, vice-pres., C. R. I. & P.

Assaria, Kan., Apr. 14.—Wheat and oats were badly damaged by the Easter freeze. The favorable weather of the past few days has made the damage more apparent. Had a fine rain on the 12th and 13th that probably amounted to 1½ inches. The oats are apparently ruined, not rallying as expected since the rain of the 5th. Corn acreage is about normal. Alfalfa badly hurt by green bugs and the freeze.—J. E. Hughes.

Topeka, Kan., Apr. 22.—Total area to field crops in Kansas this year may be 6 to 7% less than for 1920. Based on an estimate of 9,892,441 acres of winter wheat sown in Kansas last fall, or 6.3% less than for the preceding year, correspondents now indicate that 9,233,768 acres have survived with a general average condition April 16 of 86.8, 100 representing a good average stand and satisfactory development. The April condition of a year ago was 78.4, and in 1919, 99.32. Of the 6.6% of the acreage sown that is reported as abandoned, the greater part of the loss is attributed to dry weather and to winds, altho the Easter freeze was a factor, and in the extreme southeastern counties the green bug was a chief cause. In the main, however, very little wheat has been so damaged in the eastern half of the state as to be considered worthless, and the principal area of loss is in the half-dozen mid-west counties. Green bugs are numerous in the southeast and reported in many of the eastern counties. Close examination of the fields suggests unusual activity may be expected of the hessian fly and chinch bug as the season advances. Soil conditions thruout the state are uniformly favorable for the vigorous growth of wheat. All spring crops have suffered loss and damage by the repeated freezes, and supplementary information received as to the effect of the low temperatures of last Saturday-Sunday, records still further injury in many localities, especially to oats, barley, alfalfa and fruit. Rains and snow have supplied abundant moisture generally, and only seasonal warmth is lacking to make soil and weather conditions well-nigh ideal for crop growth.—Kansas State Board of Agriculture, J. C. Moehler, sec'y.

Topeka, Kan., Apr. 15.—Correspondents located in Ellsworth, Russell, Ellis and Rush counties report serious damage from blowing. The damage occurred in these counties the latter part of last week, following the light rain fore part of the week. There is no question but what early sown rank growth wheat was damaged by the Easter freeze. But the amount of this damage cannot be determined until later. Some correspondents report that the damage from this cause has been underestimated.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

KENTUCKY.

Madisonville, Ky., Apr. 21.—Green and Barren rivers in western Kentucky were above flood stages a few days ago, this being the fourth time since Jan. 1 that these streams have gone above flood stage. Considerable growing wheat was under water for several days. Farmers say that the wheat will not be seriously damaged, but say that the flood will greatly delay them in their spring work.—C.

MINNESOTA.

Minneapolis, Minn., Apr. 20.—Seeding has been delayed in North Dakota and Montana on account of the ground freezing at night. Farmers have been unable to work in the fields until late in the forenoon. Our reports indicate that 50 to 60% of the wheat seeding is done in eastern North Dakota and the Red River Valley. In the western half of North Dakota and eastern Montana probably not over 25 to 30% has been completed up to this time. Practically all the wheat and coarse grain is seeded in southern Minnesota and South Dakota. Some early fields of wheat have been reseeded to oats on account of the seed failing to germinate. Farmers are plowing for corn and planting will probably start about the first of May.—Van Dusen Harrington Co.

MISSOURI.

Bigelow, Mo., Apr. 21.—Growing wheat looks fine. The recent snow made enough moisture to put the wheat thru.—H. E. Combs, mgr. Farmers Elevator Co.

Dunlap, Mo., Apr. 19.—During the warm weather during March farmers all started plowing and several sowed oats. When the severe freeze killed all the oats several replanted them. Just as they were coming up again we had another hard frost that killed them again. Now many of the farmers have plowed up their oats and will plant corn.—Stanley Walker.

Jefferson City, Mo.—Missouri wheat is 23 points above last April, and compares more nearly with conditions three years ago. The winter was very favorable to growth, and the warm weather of February and March induced a rank growth in nearly all sections. The Easter freeze set wheat back practically to the condition of March 1st, scorching the top growth, also killing plants jointing, but with favorable weather from now on the final yield will not be seriously reduced. Hessian fly has been reported in many sections of the state. Chinch bugs have also been reported. Rye condition 93%, against 78% last year except in the southwestern section, where considerable of the headed rye was severely damaged. Spring plowing on Apr. 8 was 45% completed, compared with 25% last year.—Missouri Crop Reporting Service.

MONTANA.

Great Falls, Mont.—No evidence of the winter killing of winter wheat has been reported. A pre-war acreage of spring wheat will be planted. Some localities report that from 20 to 30% of the spring wheat is already seeded. Inquiries for seed oats indicate a normal acreage of oats will be sown.—J. Watkins, sec'y Northwestern Grain Dealers Ass'n.

Lewiston, Mont., Apr. 8.—Snow has been falling with but little cessation here for 4 days. Temperatures very moderate. This fall of moisture is general over Central Montana and will put our soil in excellent condition for seeding, considerable of which has been done. While winter wheat acreage is small, winter wheat is looking fine. Some early sown spring wheat just coming up. March precipitation good and considerable over the 10-year average. It might be well to say that our spring moisture usually comes in the form of snow instead of rain on account of the altitude, and is no way an indication that winter is still with us.—P. F. Brown, pres., P. F. Brown Co.

NEBRASKA.

De Witt, Neb., Apr. 15.—Wheat crop looks 90% better; good rains recently.—Farmers Elevator Co.

Beatrice, Neb., Apr. 18.—Wheat looks good; oats damaged some by freeze.—A. O. Burket, mgr. Farmers Union Co-op. Co.

Schuyler, Neb., Apr. 18.—Wheat prospects are good. Some damage has been caused by the wind. Frost damage to the oats is being reported.—Farmers Grain Co.

NORTH DAKOTA.

Barton, N. D., Apr. 12.—The wheat acreage will be reduced 25% from last year. Rye acreage reduced 20% per cent and oats increased 15% per cent.—Barton Co-op. Farmers Elevator Co., O. H. Dahl, mgr.

Elliott, N. D.—I have observed very carefully the wheat acreage here this year; in fact we clean all the wheat sown in this territory and I estimate that there will be 80% of normal wheat acreage.—C. L. Packard, mgr. Farmers Grain Co.

Gardena, N. D., Apr. 5.—Acreage sown to wheat will be about 40% less than last year and rye acreage will be 20% less. The decrease in grain acreage is due to the farmers being unable to get money with which to buy seed and to pay their hired help.—Farmers Elevator Co.

Ayr, N. D., Apr. 1.—In the eastern part of the state there will be a decrease in the wheat acreage. The decrease will become greater if the emergency tariff is not enacted and the prospects of the southern crop increase. In the central and western parts of the state farmers are unable to obtain funds. The government appropriation of \$200 per applicant will just be sufficient to return them seed and feed. For these reasons the decreased acreage will be a great loss on the total wheat crop.—Ayr Farmers Elevator Co., J. M. Montgomery.

New England, N. D., Apr. 1.—Wheat acreage in this section of North Dakota will be about 110% of last year and indications are favorable for a full acreage of all other grains this year. While financial conditions are very stringent the farmers generally have a sufficient supply of hay and feed as well as seed. Considerable plowing and other field work was done last fall and some early field work has already been done this spring which will help out materially in getting in a big acreage. Considerable fall rye was seeded in this section and while it is too early at present to state definitely how it has come thru the winter general opinion is that it is O.K. Everything considered, this section is in much better circumstances this year than last.—E. J. Freeman.

OKLAHOMA.

Fletcher, Okla., Apr. 12.—Wheat and oats in fine shape; not much corn planted yet.—Fletcher Grain Co.

Deshler, Okla., Apr. 22.—The season is wet and backward. Oats seeding progressing slowly. Foundation being made for hay is excellent. Wheat is spotted.—Robinson Grain Co., O. C. Robinson.

Oklahoma City, Okla., Apr. 16.—The low temperatures damaged all fruits, alfalfa, gardens and early corn, necessitating the replanting of corn in some sections, and a greater acreage being expected. Recent snows and rainfall have put the soil in very good condition for preparation. Orange leaf rust has appeared in winter wheat, retarding growth considerably, but, with recent freeze and renewal of sunshine it has again started forward. It is now reported that the acreage will be 3,100,000 acres, with condition as 89% of normal. Oats, barley and rye are responding to favorable conditions. Cut worms are reported in some sections. Alfalfa severely injured by recent frost, destroying first crop, consequently retarding the growth.—S. H. Johnson, vice-pres., C. R. I. & P.

Oklahoma City, Okla., Apr. 11.—Condition of winter wheat on Apr. 1 was 89% normal, or 3% above the condition Dec. 1. The present crop has made an excellent root growth, but that part of the plant above ground was slow in its development and afforded little pasturage. Whether this retarded development was due to the orange leaf rust, which became noticeable early in the year and quite destructive during the latter part of March, is not certain. The green bug made its appearance early in February in Love county, probably developed by the same conditions that prevailed in the Texas counties to the south; it was found on volunteer plants in the central counties on February 14 and had reached Coffeyville, Kansas, on March 17. The appearance of parasitic enemies, notably ladybugs—both the larvae and adults—and numerous wasp-like flies, have fairly controlled the green bug and with normal April weather possibly no great amount of damage will result.—Oklahoma Crop Reporting Service.

SOUTH DAKOTA.

Mitchell, S. D., Apr. 20.—Ground is in fine shape. Small grain is nearly all planted. Plenty of moisture.—W. R. Smith.

TEXAS.

Crosbyton, Tex., Apr. 13.—Wheat is looking fine with a large acreage and a good season.—Farmers Elevator Co., per W. F. Wilson.

Perryton, Tex., Apr. 13.—We have the finest prospect for a wheat crop that this section ever had. With plenty of rain I believe we will be harvesting before the middle of June.—L. E. Brain, mgr. Bolin Hall Grain Co.

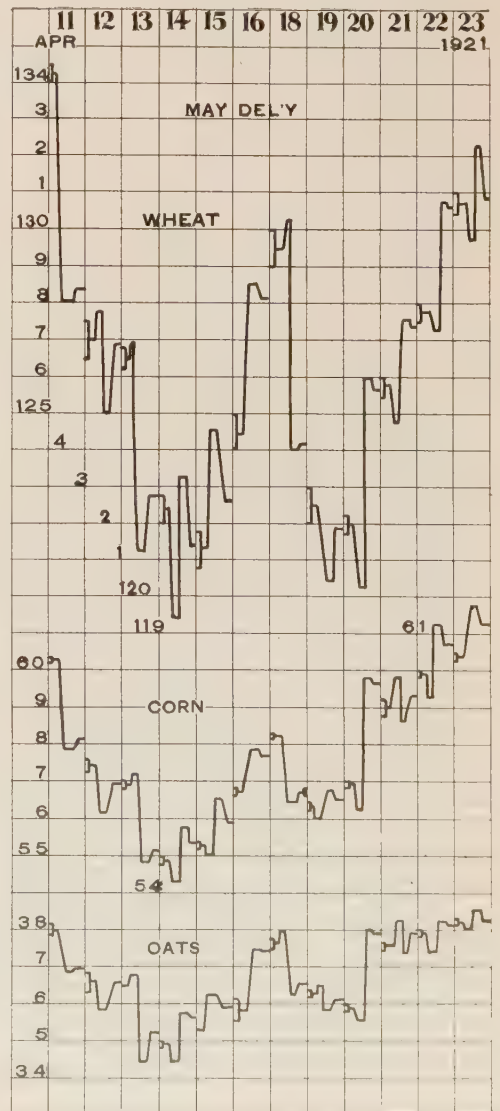
UTAH.

Salt Lake City, Utah, Apr. 14.—Contrary to an opinion that seems to be widely held, the acreage has not been reduced as a result of the large grain stocks left on the farmers' hands. Furthermore, weather and soil conditions have thus far warranted an exceptionally good yield.—Robert Lovett, chairman Board of Directors, U. P. R. R. (after an extensive trip thru the west).

WINTER RAINS have improved India's wheat prospects and the crop is in fair condition in all sections except in the central provinces. The Department of Statistics in a Supplementary report now estimates the wheat acreage at 23,352,000 acres.

Chicago Futures

Opening, high, low and close on wheat, corn and oats for the May delivery at Chicago for two weeks past are given on the chart herewith.



Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

CANADA.

Ft. William, Ont.—Stocks of grain in elevators at this port on March 29 amounted to 38,802,000 bus., compared with 34,736,000 bus. in store just previous to the opening of navigation in 1920 and 39,747,000 in 1919, according to Consul John Saunders at Ft. William.

ILLINOIS.

Macon, Ill., Apr. 20.—Eighty per cent of the oats have been delivered. Our corn crop was only about a 50% crop to come to market and half of it has been delivered. All wheat has gone to market.—J. S. Guthridge, mgr. J. S. Guthridge & Co.

INDIANA.

Petersburg, Ind., Apr. 22.—Much corn is being sold by the farmers in the White river bottoms at 60 to 65 cents to feeders in southern Pike county, whose last year's crop is exhausted and who are willing to pay more than the market price. Little corn is being shipped from Petersburg. Grain dealers are only buying corn for immediate needs.—C.

IOWA.

Nevada, Ia., Apr. 21.—Biggest surplus of corn and oats on hand that we have had in 10 years.—R. A. Frazier.

Elberon, Ia., Apr. 21.—Practically 90% of the last oats crop and 60% of the corn held back yet to ship.—M. L. Bremer, mgr. Elberon Farmers Grain & Supply Co.

Sergeant Bluff, Ia., Apr. 16.—Plenty of corn back in the country yet, but there is absolutely none moving at the present time, and no prospect of any for some time to come.—Sergeant Bluff Farmers Elevator Co.

KANSAS.

Russell, Kan., Apr. 18.—Farmers thru here are still holding some of their wheat.—J. A. Mehler.

Belpre, Kan., Apr. 18.—Not much wheat is moving as farmers do not want to sell at the present prices.—Tom Brown.

Assaria, Kan., Apr. 14.—Some wheat is moving. The majority of farmers are determined to hold until the first of May if the present prices prevail.—J. E. Hughes.

Riverdale, Kan., Apr. 14.—Altho the crops were good grain moves slowly. It is a particular business buying \$2.50 wheat from the farmer at \$1.25. When the price drops to \$1.15 the next day it is easier to agree with the farmer who is holding for \$1.50 and says there is something the matter with the whole grain marketing business.—Martin Hall, mgr., The Sumner County Farmers Union.

Topeka, Kan., Apr. 15.—There remained on farms, April 5th, 22,330,095 bushels, or 16 plus per cent of the total crop produced in 1920, amounting to 136,602,000 bushels. Amount in country elevators, 1,906,000; at interior terminal markets, i. e., Atchison, Topeka, Salina, Newton, Hutchinson, Wichita, Wellington, Arkansas City and Coffeyville, including mill stocks at these points, 1,557,000 bushels, or a total of 25,787,000 bushels of wheat in the state, not including stocks of wheat held by country mills. One year ago, stocks in country elevators and terminals above mentioned, amounted to over 16,000,000 bushels. Fifty per cent of the country elevators reported no wheat on hand. In answer to the question, "will farmers market at present values during month of April?" will say, that opinions differ as to this. A majority, however, advised that when the present movement was over, which would last ten days to two weeks, the balance would be held by farmers until another crop was guaranteed.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

MISSOURI.

Bigelow, Mo., Apr. 21.—Old wheat is about all marketed.—H. E. Combs, mgr. Farmers Elevator Co.

St. Joseph, Mo., Apr. 17.—A heavy snowstorm virtually suspended cash grain operations Saturday, April 16th. Inspectors were unable to make but little progress in the yards, and wire communication was demoralized. The Chicago quotations wire service to the Exchange Board was normal, but private lines were out.—N. K. Thomas, sec'y, St. Joseph Grain Exchange.

NEBRASKA.

Beatrice, Neb., Apr. 18.—Farmers selling some wheat.—Farmers Union Co-op. Co., A. O. Burket, mgr.

Schuyler, Neb., Apr. 18.—Very little grain moving. About 40% of the wheat and 60% of the corn is back.—Farmers Grain Co.

De Witt, Neb., Apr. 21.—Wheat has moved freely at \$1.30 and \$1.20; but since it hit the low mark farmers have quit selling.—Farmers Elevator Co.

TEXAS.

Perryton, Tex., Apr. 13.—Movement from farms is slow.—Bolin Hall Grain Co. per L. E. Brain, mgr.

Texas City, Tex.—Shipping from Texas City which reached a low ebb during the war, is now rapidly reviving. During March, 11 cargoes of wheat and one cargo of corn, amounting 2,069,236 bus. in all, cleared from the port. During the same period 1,583 cars of grain of all kinds was unloaded at Texas City elevators. Total shipping during 1920 amounted to 541 clearances, compared with 422 clearances during the previous record year of 1914.

UTAH.

Enterprise, Utah.—During March, 17 cars of grain were shipped from this station, compared with 2 cars shipped during March, 1920.

A BILL which provides for the purchase of the entire 1921 Norwegian grain crop is being prepared by Norway's Department of Agriculture.

RESOLUTIONS calling for a 100% compulsory pool of the 1921 wheat crop, were unanimously adopted by the National Wheat Growers Ass'n in convention at Hutchinson, Kan. on April 20.

Exports of Grain Weekly.

[From Atlantic and Gulf Ports, in Bus., 000 Omitted.]

	Wheat.		Corn.		Oats.	
	1920.	1919.	1920.	1919.	1920.	1919.
Jan. 1....	5,509	5,161	144	46	34	394
Jan. 8....	9,429	4,854	504	62	249	306
Jan. 15....	6,457	3,650	264	108	185	156
Jan. 22....	4,782	1,980	1,029	188	139	380
Jan. 29....	6,257	1,992	1,130	84	237	731
Feb. 5....	8,314	1,374	1,476	234	195	643
Feb. 12....	5,131	2,018	1,240	207	150	926
Feb. 19....	4,776	1,932	1,155	133	312	125
Feb. 26....	3,968	867	1,518	145	125	282
Mar. 5....	5,469	2,324	3,153	368	209	269
Mar. 12....	4,390	2,107	2,182	50	68	488
Mar. 19....	4,847	1,644	2,720	43	289	163
Mar. 26....	2,750	2,613	3,299	154	62	385
Apr. 2....	5,437	2,329	1,844	37	262	1,048
Apr. 9....	4,879	1,616	1,362	116	112	873
Apr. 16....	4,795	2,306	1,919	106	264	561
Total since						

July 1...292,385 149,258 24,826 2,909 4,307 34,034

Daily Closing Prices.

The daily closing prices of wheat, corn and oats for July delivery at the following markets for the past two weeks have been as follows:

JULY WHEAT.												
	Apr. 11.	Apr. 12.	Apr. 13.	Apr. 14.	Apr. 15.	Apr. 16.	Apr. 18.	Apr. 19.	Apr. 20.	Apr. 21.	Apr. 22.	Apr. 23.
Chicago	110 1/2	110 1/2	107 1/2	105 3/4	106 1/2	108 3/4	105 1/2	102 3/4	105 1/2	106 1/2	107 3/4	107 1/2
Minneapolis	118	115	109 1/2	108 3/4	110 1/2	116	111	108	112 1/2	113 1/2	115 1/2	113 1/2
St. Louis	108 3/4	109 1/2	105 1/2	104	105	107 1/2	104 1/2	101 1/2	104 1/2	105 1/2	107	106 1/2
Kansas City	103 1/2	103 1/2	100 1/2	98	98 3/4	101 1/2	97 1/2	95 1/2	98 1/2	98 1/2	100 1/2	100 1/2
Milwaukee	110 1/2	110 1/2	105 1/2	106 1/2	108 1/2	108 1/2	105 1/2	102 3/4	105 1/2	106 3/4	107 1/2	107 1/2
Winnipeg	144 1/2	144 1/2	135 3/4	132 3/4	133 1/2	141 1/2	133	130 3/4	137 1/2	139 3/4	140 3/4	140
Duluth	129	129	121	120	119	124 1/2	122 1/2	118 1/2	120	120	122	122 1/2
JULY OATS.												
Chicago	38 3/4	37 3/4	36 1/2	36 3/4	37 1/2	38 3/4	37 3/4	37 3/4	39 1/4	39	39 3/4	39 3/4
Kansas City	38 3/4	37 3/4	36 1/2	36 1/2	36 3/4	35	35	35 1/2	36 1/2	36 1/2	37	37
St. Louis	38 3/4	37 3/4	36 1/2	36 1/2	36 3/4	38 1/2	38 3/4	38	39 3/4	39 3/4	40	40 1/2
Minneapolis	33 1/2	32 1/2	31	31 1/2	31 3/4	33 1/2	32 1/2	32	34 1/2	34	34 1/2	32 3/4
Milwaukee	38 1/2	37 3/4	36 3/4	37 1/2	37 1/2	39 1/2	37 3/4	37 1/2	39 1/2	39 1/2	39 3/4	39 1/2
Winnipeg	43 3/4	42 3/4	41 1/2	41 1/2	41 1/2	43 3/4	42 1/2	42 1/2	43 3/4	44 1/2	44 3/4	44 1/2
JULY CORN.												
Chicago	61 1/2	60 3/4	58 3/4	59 1/4	59 3/4	61 1/2	60 3/4	59 1/2	62 1/2	61 1/2	63 3/4	63 3/4
Kansas City	54 3/4	53 1/2	51 1/2	51 1/2	52 1/2	54 3/4	53	52 1/2	55	54 3/4	56 1/2	56 3/4
St. Louis	60 1/4	59 1/4	57 1/4	57 3/4	58	59 3/4	58 3/4	58 1/2	61	60 1/2	62 1/2	62 1/4
Milwaukee	62	60 3/4	59 3/4	59 3/4	59 3/4	61 1/2	60 1/2	59 3/4	62 1/2	62	63 1/4	63 3/4

Rates Reduced on Grain and Grain Products.

J. S. Brown, mgr. of the Transportation Department of the Chicago Board of Trade, advised members on April 21 "that effective May 2, the export reshipping rates from Chicago to the Atlantic seaports will be reduced to the extent of 3 cents per 100 pounds on grain, grain products and by-products originating at points west of the Mississippi River and points north of the Illinois-Wisconsin state line west of Lake Michigan (except local points intermediate between Chicago and Milwaukee from which through joint rates are in effect)."

"The carriers are now giving consideration to the matter of applying the reduced export rates east of Chicago on shipments originating in Illinois and Indiana.

"Also, effective May 15, the rate to Chicago from Missouri River crossings (including Sioux City) will be reduced to the extent of 1 cent per 100 pounds (from 20½ to 19½ cents) on grain and grain products for export. Similar reduction will be made in the through joint rates to Chicago from points west of the Missouri River.

"The rates to Chicago from interior points in Iowa and Missouri will be reduced effective May 15, to preserve the present relationship as between Chicago, Peoria and St. Louis, inasmuch as the reshipping rates will be reduced to the extent of 4 cents from St. Louis and 3½ cents from Peoria.

"The following reshipping rates from Chicago will become effective May 2:

	Grain.			Grain Products.		
	Dom.	A.	B.	Dom.	A.	B.
Boston	36½	30	33	37	32	35
New York	34½	30	33	35	32	35
Philadelphia	32½	29	32	33	30	33
Baltimore	31½	28½	31½	32	29	32

"A—On shipments originating in Trans-Mississippi River and Northwestern Territories.

"B—On shipments originating at points other than in Trans-Mississippi and Northwestern territories."

To Obviate Criticism of Exchanges.

At a meeting of representatives of the grain exchanges of the United States held at Chicago Apr. 18, the recommendations of the board of directors of the Chicago Board of Trade, relative to certain proposed changes in trade practices, received serious consideration.

The exchange representatives expressed themselves as of the opinion that the enactment of regulations in accordance with the recommendations of the Board of Trade directors would eliminate practically all grounds for complaint against the grain exchanges.

In the opinion of those in attendance at the meeting referred to, the enactment of the recommendations of the directors of the Chicago Board of Trade should obviate legislative criticism of grain exchanges and consequent destructive legislation.

Panama Canal Reduces Export Grain Rate from Vancouver.

According to the Vancouver Chamber of Commerce, Vancouver is the ideal port from which to ship grain grown in western Canada to Europe. Commenting on "Why ship thru Vancouver" that body says:

Wheat grown west of Moose Jaw, Sask., can be shipped to Europe cheaper by way of Vancouver and the Canal than by way of the Atlantic seaboard. The saving is about 5 cents a bushel in summer and 14 cents in winter. The seasonal difference is due to the fact that transportation eastward in winter is exclusively by rail, while in summer it is part way by the water route of the Great Lakes.

It is also pointed out that one freight car can deliver twice as much grain from Calgary and Edmonton because of the shorter haul than to Ft. William and Port Arthur.

Freight rates must come down if North America is to retain its export trade.

Carrier Must Refund Overcharge for Storage.

The Harlem Feed & Grocery Co. of Cazenovia, N. Y., received 23 cars containing grain and grain products from other states. Notice of arrival was properly given by the Lehigh Valley. A complaint that the charges for storage were prejudicial, unreasonable and unfairly assessed was made by the Harlem Feed & Grocery Co. to the Interstate Commerce Commission.

Three cars ordered unloaded into the carriers freight house by the complainant according to the carrier should have been charged under

Rule 1-B: Other carload freight held in cars for delivery and subsequently unloaded in or on railroad premises at request of shipper or consignee is subject to demurrage rules while in cars and to these storage rules after it is unloaded. If unloaded by the railroad company the actual cost of unloading will be in addition to the storage charge, and if reloaded by the railroad company the actual cost of reloading will also be in addition to the storage charge.

Of 20 other cars received 6 were unloaded into the freight house by complainant and 14 by the carrier. Carrier assessed charges about equal to the contemporaneous demurrage charge under

Rule 5-F: Carload freight which is unloaded by this company for the purpose of releasing needed equipment will be subject to storage charges the same as would have accrued under car demurrage rules had the freight remained in the car.

The Harlem Feed & Grocery Co. contends that all of the 20 cars were unloaded at its request and that charges should have been assessed under the provisions of Rule 1-B. The evidence presented was very indefinite and included no dates or specific cars.

The L. V. R. R. insisted that the cars unloaded by complainant were subject to the provisions of Rule 5-F, as they were unloaded to release needed equipment and the unloading was initiated by defendant, and that such unloading constitutes unloading "by this company" (Lehigh Valley).

The Interstate Commerce Commission dismissing the case said: Storage charges were not unreasonable or unduly prejudicial. Charges on the six shipments unloaded by the complainant and the three shipments unloaded at the complainant's request *** would have accrued under Rule 1-B of the defendant's tariff. Defendants should refund the overcharges with interest.

PLANTS of the Corn Products Refining Co., at Argo, Ill., and Edgewater, N. J., have resumed operations.

TO CONSIDER the pooling of the wheat of members the executive com'tee of the National Wheat Growers Ass'n met in Wichita, Kan., on April 13.

THE OFFICIAL ARGENTINE government corn crop report on April 18 estimated a surplus for export of 154,120,000 bus. The crop is now being harvested under ideal weather conditions. Practically all old Argentine corn stocks have been used.

PURCHASES of wheat by Ireland are now being made direct from the producing countries. Of the 8,891 tons imported by Ireland during January, 3,027 tons came direct from the United States, 2,130 tons came direct from Australia and 3,624 tons came direct from Sicily.

WAGES of shop employees of the Pennsylvania Railroad are now 85 cents an hour as fixed by the government. The Pennsylvania has recently submitted to the Labor Board a compilation of the wages of 51,586 machinists not in railroad employ whose average hourly rate is 64.7 cents. Its studies of 1,235 plants having 155,000 employes as blacksmiths, car men, boilermakers and sheet metal workers shows that the national railroad labor rules are compelling the company to pay far above the market price for its labor, adding to freight rates and the cost of living.

Death Calls Chicago's Oldest Active Grain Dealer.

Death called Israel P. Rumsey from the ranks of the grain trade, where he had so long and faithfully served, April 12. He was the oldest active member of the Board of Trade and the only one whose membership antedated the civil war. He was born at Stafford, N. Y., Feb. 9, 1836.

In 1856 he came to Chicago and two years later organized the Board of Trade firm of Finley, Hoyt & Rumsey with J. W. Finley and Mills Hoyt as partners. The Board of Trade was then only 6 years old and occupied two small rooms at La Salle and So. Water streets.

When the civil war broke out, Mr. Rumsey was most active in helping to organize the crack "Board of Trade" battery, known as the famous Taylor Battery. He ranked as a lieutenant but was commissioned a captain in 1863 for bravery in action at the siege of Vicksburg. He served thruout the war, returning to Chicago to again engage in the grain business. In 1871 his company lost heavily in the Chicago fire, but with others of the trade, he aided in gathering the loose ends together and started over again.

In 1875 he became a member of Walker & Co., which in 1879 became Rumsey & Walker. In 1900 the present firm of Rumsey & Co. was formed, in which he was an active member at all times.

Capt. Rumsey had a fund of reminiscences. He was always ready to tell of the growth of the industry so near to his heart and was proud of the great progress the Board of Trade made as the years went by. In June, 1917, Capt. and Mrs. Rumsey celebrated their 50th wedding anniversary, which was attended by his five children and their families and by his brother, John W., and wife, who had celebrated their golden anniversary in November, 1916, and his sister and her husband who had been married 50 years in February of the same year. Capt. Rumsey is survived by his wife, who is seriously ill and does not yet know of her husband's death, and by 2 sons and 3 daughters. His son, Henry A. Rumsey, of the Rumsey & Co., was elected mayor of Lake Forest for the 3'd time last week.

Capt. Rumsey will be greatly missed by his many friends and associates who have been so accustomed to seeing and greeting him daily for years.



Israel P. Rumsey, Chicago, Ill., Deceased.

Seeds

MARINETTE, WIS.—The Marinette Seed Co. opened a retail store recently.

LIVINGSTON, MONT.—The Alfred J. Brown Seed Co. will dispose of its warehouse.

BOISE, IDA.—The Central Coal & Seed Co. has increased its capital stock from \$25,000 to \$50,000.

LOS ANGELES, CAL.—The American Corn Seed Treating Co. has been incorporated for \$100,000.

CORDELE, GA.—The Georgia-Florida Seed Co. has increased its capital stock from \$50,000 to \$100,000.

CLAYTON, N. M.—The plant of the Four States Seed Co. was recently damaged \$100,000 by fire.

RUTHVEN, ONT.—The J. O. Duke Seed Co. Ltd., has been incorporated with a capital stock of \$60,000.—B.

BALTIMORE, MD.—W. H. Poffel is no longer associated with us.—The J. Bolgiano Seed Co., per J. K. Daugherty.

MONTESANO, WASH.—The Siles-McCoy Co., is the name of a concern which will engage in the seed business here.

STAMFORD, CONN.—The Stamford Seed & Fertilizer Co., has been incorporated with a capital stock of \$100,000.

TOLEDO, O.—Clover very quiet. Receipts continue very light. Season about over. Cash demand light.—C. A. King & Co.

SERGEANT BLUFF, IA., Apr. 16.—More grasses have been sown than for several years past.—Sergeant Bluff Farmers Elevator Co.

CHARLOTTE, IA.—I have turned my feed business over to Fred C. Dohrmann and hereafter will handle field seeds and coal.—H. Schumacher.

COLUMBUS, O.—The Wilson Seed Co. has secured a long lease on its present building and extensive improvements will be started on May 1.

NEW YORK, N. Y.—Receipts of timothy seed during March amounted to 600 bags compared with 171 bags received during March, 1920.

GRAND RAPIDS, MICH.—The Brown Seed Co. has completed an addition to its seed warehouse, erected to take care of its increased volume of business.

WASHBURN, N. D.—The vicinity around Washburn is rapidly becoming a center for brome grass seed. During the past season the Washburn Elevator Co. announces it has shipped two full carloads of the seed. The last shipment sold for 7 cents a pound and brought \$2.100

Imports and Exports of Seeds.

February imports and exports of seeds, compared with February, 1920, and for the 8 months ending February, were reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS.			
	February, 1921.	1920.	8 months ending Feb., 1921.	1920.
Beans and lentils, bus.....	30,812	213,340	707,915	3,056,644
Castor beans, bus.....	90	101,642	534,906	918,285
Flaxseed, bus....	341,180	1,082,736	11,566,780	12,858,729
Red clover, lbs. 2,665,000	3,301,242		4,047,190	11,744,270
Other clovers, lbs.	2,134,034	1,541,284	6,327,650	16,355,645
Other grass seeds, lbs....	959,092	3,347,234	5,184,271	19,603,176
Peanut, lbs.....	18,459	28,555	1,458,671	1,289,997
Sugar beet seeds, lbs....	1,609,028	2,201,315	16,092,280	13,287,829
EXPORTS.				
Beans, bus....	118,092	173,309	702,075	1,233,512
Flaxseed, bus....	59	6,304	1,330	20,559
Clover seed, lbs. 1,179,524	1,138,994		4,089,734	4,272,017
Timothy, lbs....	2,817,566	1,687,458	11,285,697	11,112,340
Other grass seeds, lbs....	625,908	320,991	4,172,054	2,964,366

KANKAKEE, ILL., April 18.—Forty percent of the clover in Kankakee County has been killed by the cold weather.—J. S. Collier, Kankakee Soil & Crop Ass'n.

CINCINNATI, O.—The United Produce Market & Seed Co. has been incorporated with a capital stock of \$10,000 by E. Weder, C. F. Liebig, W. B. Blanchard and others.

SEED DEALERS in England have just been informed by the British Consul at Liege that there is a heavy demand for seed in Belgium and that they should display seed samples in the commercial section of the English consulate.

SEED CORN being sent to the Minnesota seed analyst, A. H. Larson, University Farm, Minn., is mostly of good quality according to a recent announcement. Seed samples sent for inspection number on an average, about 2,000 monthly.

WORTHINGTON, MINN.—The St. John & Bull Seed Co. is the name of the concern that formerly operated under the name of Humiston & Bull. Besides handling a complete line of field seeds the company sells flour, feed and mill stuff.

SEED OATS amounting to 800,000 bus. have been purchased by the Dominion government according to Gordon Stewart, manager of the Seed Grain Purchasing Commission. Most of these oats are in store at Calgary, Alta., grain elevators.

A PRACTICE that is becoming common with seedsmen is the using of newspaper supplements instead of expensive catalogues. Wetters, a seed firm of Harrisonburg, Va., recently used a four page supplement to a local paper to take the place of an expensive catalogue.

MILWAUKEE, WIS.—The com'ite to settle disputes arising over grass and clover seeds to the Milwaukee Chamber of Commerce during the coming year is the same one that served last year and consists of J. J. Crandall, F. W. Kellogg, H. B. Courteen, Hugo Teweles, and J. V. Lauer.

OTTAWA, ONT.—A recent Canadian customs announcement warns Canadian seed dealers that no seeds that have been refused admittance to another country may be imported into Canada. Neither will seed be admitted that will not comply with the Dominion seed requirements.

SEED SHIPMENTS to the United States from Vladivostok, Russia, are on the increase. During 1920, 3,574,036 lbs. of alfalfa seed were shipped to this country compared with no shipments during 1919. Flaxseed shipments for 1920 amounted to 9,909,771 tons compared with 69,460 tons shipped during 1919.

FT. WILLIAM, ONT.—Flaxseed receipts at this market during March amounted to 279,815 bus., compared with receipts of 45,827 bus. in March, 1920. March shipments amounted to 94,879 bus.; compared with shipments during March, 1920, of 16,528 bus.—C. Birker, sec'y, Ft. William & Port Arthur Grain Exchange.

SPRINGFIELD, ILL.—Young clover was badly killed by the recent freeze. It is reported that the clover weevil is eating the old clover. In many fields the crop looks bad but will probably grow again. Grasses as a rule have been making a strong growth. Blue grass was hurt considerably by the freeze.—S. D. Fessenden, agricultural statistician.

CHICAGO, ILL.—Augustus Hawley Goodwin, vice-pres. of the W. W. Barnard Co., passed away at Chicago, Ill., on April 17. Mr. Goodwin was well known in the wholesale and retail seed business, having held his present position for many years. After brief funeral services in Chicago the remains were taken to his old home at Waterville, N. Y. for burial. Mr. Goodwin is the second officer of the Barnard Co. to be called by death within a few weeks. W. W. Barnard, pres., having passed away recently while on a visit in California.

MADISON, WIS.—A. H. Wright of the Wisconsin experiment station has been making strenuous efforts during the past two years to improve the quality of sorghum seed used by the farmers of the state who sell their crops for the manufacture of syrup. Sorghum manufacturers have also been assisting Mr. Wright by distributing select seed free.

MINNEAPOLIS, MINN.—J. T. Conley is now in charge of the general storage and warehousing end of the Albert Dickinson Co. which operates seed, feed and grain warehouses at many points in the middle west and on the Atlantic Coast. Mr. Conley was for many years with the C. M. & St. P. Ry. as freight agent at Chicago and Minneapolis.

A PROTECTIVE TARIFF on alfalfa, timothy and clover seeds is wanted by Idaho seedsmen. Rep. Addison Smith from Idaho is collecting data on seed imports for presentation to the Ways and Means Com'ite of the House according to information received by Idaho Seed Commissioner, B. F. Sheehan. Idaho seed interests are complaining that existing freight rates make it impossible for Idaho seeds to compete with foreign seeds in the central and eastern states.

TOLEDO, O.—Been something doing in timothy especially the cash variety. Demand been the best in a long time. Best part of the whole thing it's likely to continue 'till stocks in most positions disappear. One outside dealer said Toledo shipments were merely transferring to other points. Think he's all wrong or the owners would not be wiring to have it traced stating the seed was badly needed. We size up the situation thusly. The real demand was there and many waited like they did in clover and timothy is now coming into its own. Toledo stocks won't prove a menace again for a long time. We were the dumping ground for three years.—J. F. Zahm & Co.

TOLEDO, O.—Clover and timothy strong. It's near the ninth inning in the seed season. It passes out with the end of April. The spring demand has lasted longer than most dealers expected. Good weather and low prices may have had something to do with it. When present demand lets up carry-over grades will have to be sold on the basis of October, now selling at a wide discount under cash. Cash still commanding big premium over April. Sharp advance in April on short covering and light offerings, which increased on the advance. Active trade in October, the new crop. Good demand on recessions. Considerable profit taking on the advance. The new crop is off to a good start. The crop is never sure until it is harvested in the fall. Usually some damage somewhere along the route. Last year's crop was large, but it now looks as though the old seed will be pretty well cleaned up. Toledo stocks are small, much less than year ago.—Southworth & Co.

EVANSVILLE, IND.—W. H. Small & Co. were alleged to have borrowed large sums of money on fraudulent warehouse receipts by L. E. Steffe, former treas. of the company testifying in the Superior Court at Evansville. The Farmers Trust Co. was seeking to collect a \$5,000 note against the company. Steffe claimed that prior to going into receivership the firm had taken large loans with warehouse receipts as security. The seeds, which these receipts were supposed to represent, according to Steffe, did not exist. It was on this ground, that the Mercantile-Commercial bank, trustee, opposed paying the \$5,000 note, claiming that 350 bags of seed, which were given as collateral, were not held in the warehouse. Walter Block, former official of the Small Company, testified that he had pointed out the 350 bags of seed in the warehouse of the Evansville Elevator & Storage Co. to bank officers who visited the warehouse. Robert J. Tracewell, judge of the superior court, has taken the matter under advisement.—C.

OF THE CLOVER seed imported into the United States during February amounting to 4,799,034 lbs., approximately 71% came from France, 5% from Italy, and 22% from Canada. Of the 341,180 bus. of flaxseed imported approximately 84% came from Argentina and 9% came from Canada.

GREAT FALLS, MONT.—Inquiries made thru the different seed houses of the state would indicate that the farmers are giving much thought to the diversification of their crops this year. The acreage of the grasses will be largely increased.—J. Watkins, sec'y Northwestern Grain Dealers Ass'n.

Forage Plant Seed Imports Increasing.

Imports of forage plant seed during March, while not equaling the imports of March, 1920, were considerably in excess of the imports reported for February and reported in the Journal of Mar. 25. March imports in pounds follow:

Alfalfa, 5,500; blue grass, 159,000; brome grass, 4,100; alsike, 1,599,700; crimson clover, 253,600; red clover, 5,951,200; white clover, 29,300; mixtures of white and alsike, 1,600; mixtures red and alsike, 6,000; broom corn, none; foxtail millet, 181,700; rape, 287,800; English rye grass, 123,500; Italian rye grass, 91,900; timothy, none; hairy vetch, 83,300; and spring vetch, 47,900.

Imports during March 1920 follow: Alfalfa, 4,986,000; blue grass, 45,600; brome grass, 18,300; alsike, 220,000; crimson clover, 1,345,200; red clover, 3,937,300; white clover, 200; mixtures of white and alsike clovers, 300; mixtures of red and alsike clovers, none; mixtures of alsike and timothy, 400; mixtures of timothy, alsike and white clover, 900; foxtail millet, 6,300; orchard grass, 209,000; rape, 479,800; English rye grass, 102,000; Italian rye grass, 111,800; timothy, 31,000; hairy vetch, 311,400, and spring vetch, 79,300.

From the Seed Trade.

ELLIOTT, N. D.—Many farmers would sow more wheat if they could get the seed. Many have not been able so far to get seed wheat and are now putting in coarse grains.—C. L. Packard, Mgr., Farmers Grain Co.

HARRISBURG, VA.—We find that red clover is one of the best soil improvers in existence. At the present price we believe it is a cheap fertilizer. Clover is the very backbone of this country and we recommend it as a soil improver.—Wetsels.

DENISON, IA.—We have very good business in all kinds of clover, especially sweet and red clover, but it looks now like the season is over. Farmers have a great deal of timothy and some clover on hand and they trade among themselves. The clover stood the winter well in this community and in our opinion there will be a lot of clover to thresh next fall.—Dennison Seed Co., Jacob Weiss & Sons.

TWIN FALLS, IDA.—We have found that the demand for alfalfa and clover seed is good, locally, this season. In regard to timothy seed, there is not much of it used in our territory, and the demand has been about normal. In regard to field peas, the demand has been below normal with us, but as our people in this section of the country are not carrying live stock to the extent that they should, it is not surprising that the sales have not been heavy on this item. Our observation this year is that the farmers are sowing more varieties of crops than usual which is desirable in this section. They have paid too much attention to seeds and speculative crops in the past to the detriment of more practical things, in our opinion. We feel that this period of depression and uncertainty is going to result in great good for the long pull. It means a general readjustment of farming conditions in the western country and a weeding out, to some extent, of speculative farmers.—Darrow Bros. Seed & Supply Co.

CLARK, S. D.—Judging from the amount of seed wheat we have cleaned in our elevator this spring I am sure there will be more wheat sown this year than last. Very little new ground will be sown to flax altho this section always has a fair acreage of non-wilt flax sown on old ground. Alfalfa and sweet clover are becoming quite a money crop around here as it is raised mostly for seed. As to red clover, there is not much sown but there is considerable timothy.—William E. Henry.

OKLAHOMA CITY, OKLA.—Farmers are offering plenty of kafir and milo. Our trouble is, we are unable to find anyone who will pay enough for these commodities to leave the farmer anything after the freight is paid. Therefore we are not trying to do any business until there is a better demand and prices are higher or the freight rates are adjusted, so that the farmer can get at least a reasonable compensation for hauling it from his farm to the shipping station.—Marshall Grain Co.

Claims for Delay.

By OWEN L. COON.

Suppose you ship a car of corn on a contract calling for a price of 50c net track. The corn is delayed in transit and declines in price and grade from No. 4 to sample. You are discounted 10c per bushel. The price of No. 4 yellow corn at the time the car should have arrived at destination was 45c. The market value of sample grade corn at the time the car actually arrived at destination was 40c. Do you have a claim for 5c or 10c a bushel against the railroad?

Your claim is for 5c a bushel and not for 10c. The railroad is liable for the difference in the market value of the grain at the time it should have arrived at destination and in the condition which it should have arrived had the car not been delayed. This would be 45c, under the question you put.

The railroad is not interested in the contract which you had for the sale of the grain at a higher price than the market value at the time the car should have arrived. The difference between 50c a bushel at which the car sold and the 45c a bushel which was the price at the time the car should have arrived in good condition is special damages for which the railroad would not be held liable. In other words, in figuring the amounts of your damages in such cases, you might treat the car as shipped on a consignment basis instead of on a contract basis. The railroad is not liable for any special damages arising on a contract for the sale of the corn at a price higher than its value at the time it arrived at destination.

INCOME and excess profits taxes collected during March amounted to \$727,543,549; compared with receipts during March last year of \$916,879,463.

TAKE ALL, a wheat disease reported in Illinois last season and again this spring, is a destructive disease supposed to have been introduced into this country on Australian wheat.

THE ANNUAL CONVENTION of the U. S. Chamber of Commerce is to be held at Atlantic City on Apr. 26-29. Taxes and transportation are two of the important questions to be discussed.

CUBAN EXECUTIVES will enforce the law prohibiting the importation of rice until at least 80% of the present crop is used, by requiring operators of rice warehouses holding 500 or more tons of rice to make bi-weekly reports.

HOOVER RELIEF in Germany is about to be discontinued. An announcement has been issued that the sale of food drafts would end on April 30, and that those sold would only be honored up until July 30. After that date the American warehouses will be closed and the food either sold in Europe or sent back to this country.

C. E. Williams Chosen Pres. of Denver Grain Exchange.

In choosing C. E. Williams to head the Exchange the directors of the Denver Grain Exchange Ass'n named a man of strong character. He is a born organizer, and his judicial mind has a fund of practical experience that should benefit the market greatly in the progressive policy that is contemplated.

He is manager of the Denver Elevator Co. and the Crescent Flour Mills. He has had a wide experience in the milling line thru-out central Kansas, and was brot to Denver by the Colorado Mill & Elevator Co. to handle



C. E. Williams, Denver, Colo., Pres. Denver Grain Exchange.

these properties, as he is considered very competent and capable. A portrait of the new pres. is given herewith.

CHAMPAIGN, ILL.—As a result of tests on feeding just completed, when milk is selling at \$3 per hundred, alfalfa hay is worth \$25 per ton more than timothy hay.—W. J. Frazer, prof. of dairy farming, University of Illinois.

CROP FAILURE is expected all thru the Balkan states on account of the long continued drought. In Roumania, Bulgaria and Hungary where the climate is about like the climate in the Panhandle of Texas the wheat and rye are only about 6 inches high and much of that has been damaged by the high winds that have prevailed of late.

"ENGLISH GROWN WHEAT shall be paid for by millers, if it is of average fair quality fit for milling into flour for human consumption, at the rate of 95 shillings per 504 lbs.," according to a recent order of the British Minister of Agriculture. This amounts to 11,309 shillings per bushel, which at normal exchange will be approximately \$2.75 per bushel.

A CO-OPERATIVE organization for Nebraska that will embrace all the co-operative organizations in Nebraska will be discussed on May 9 when representatives of the Nebraska Farmers Union, Nebraska Farmers Grain Ass'n, Farmers Union State Exchange, the Wheat Growers Ass'n, the Nebraska Farm Buro and the Nebraska Department of Agriculture will meet. The place of the meeting has not yet been announced. The reason for the action according to Sec'y Shorthill of the Nebraska Grain & Livestock State Ass'n is that the multiplicity of farmers organizations has reached a point where there is danger of disorganization thru too much organization.

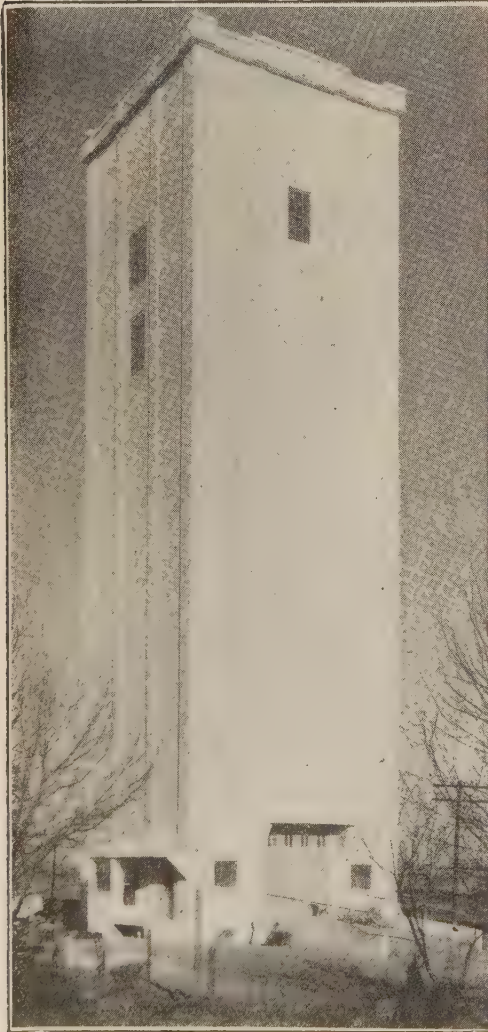
Square Bin Concrete Elevator.

Very few elevator companies are willing to spend any extra money for the sake of appearances, but the Table Grove Co-operative Elevator Co. employed a small amount to set off its new elevator, as is plainly evident from the attractive structure shown in the engraving. The cornice and decorations at the top, together with the hood over the driveway and over the scale give a very pleasing appearance to the whole plant, and in the flat country surrounding it becomes a monument of which the farmers may well be proud.

The elevator is situated at Table Grove, Ill., on the Burlington Route, in Fulton county, in the rich farming country of the western part of the state.

Twenty-eight feet square on the ground, this concrete 25,000-bu. house rises 98 ft. above driveway floor. The bins are 51 ft. 6 in. above the same floor. There are 9 bins, three of 8 ft. 6 ins. by 11 ft.; five bins are 7 ft. 6 ins. by 8 ft. 6 ins., and one irregular shaped bin in the leg shaft.

The elevator is equipped with two legs having 9 by 5½ in. "V" buckets, placed 9 ins. centers; one Western Manlift from the driveway floor to distributing floor; a steel ladder as auxiliary means of reaching the cupola; two self-supporting steel heads each connected by silent chain drives to independent electric motors; a 5-bushel Richardson Automatic Scale, with loading spout of ample fall; two 10-duct Western Distributors, operated from the driveway floor level; a track intake hopper for unloading grain from cars; Globe Truck Dump with butterfly valve to two hoppers, which serve the two legs; 10-ton Howe Auto Truck Scale.



Square, 25,000-bu. Elevator of Co-operative Elevator Co., at Table Grove, Ill.

The office is located in the main building at the driveway floor level. On opposite side of driveway is a storeroom for small amount of supplies, while below there is a commodious basement.

The machinery was furnished by the Union Iron Works. The plant was designed and the construction supervised by Holbrook, Warren & Andrews. The design is well shown by the section and two plans reproduced herewith.

Capper Revamps His Bill.

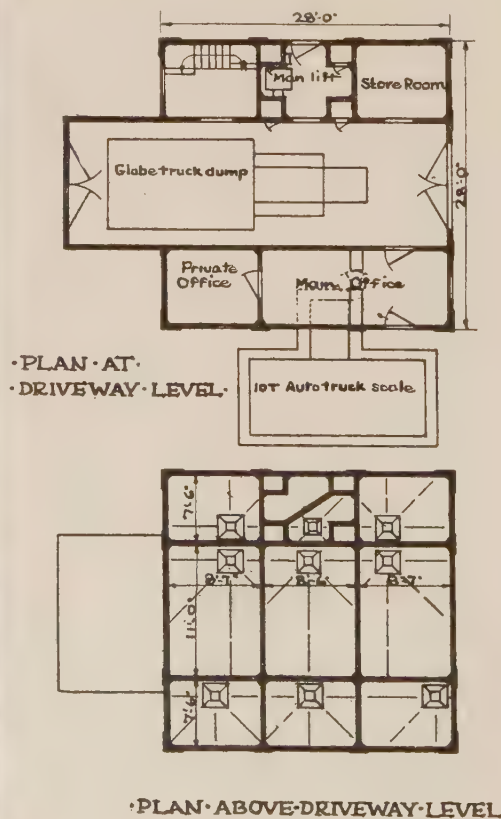
The "Future Trading Act," published elsewhere in this number of the Journal, is a complete redraft of the original Capper-Tincher Bill, with many objections referred to in the Journal some time ago eliminated.

The provision prohibiting private wires to the smaller cities will hardly please country grain shippers who rely on the brokers' branch offices for information on market changes.

Licensing exchanges is a bureaucratic intrusion into business contrary to the President's slogan, "Less government in business," and clothes the Sec'y of Agriculture with entirely too much discretionary power to determine whether a grain exchange is adequately enforcing its own rules.

The bill, if enforceable, will create a privileged class of citizens; it will classify those persons who may and who may not make sales for future delivery. For example: A regular dealer who makes a short sale of wheat to a miller who is *not* a member of an exchange must pay a tax of 20 cents a bushel on the trade; while a regular dealer who makes a short sale of wheat to a miller who *is* a member of an exchange is exempt from tax. This is a flattering recognition by the authors of the bill that the regular dealers and the organized exchanges have a legitimate place in distribution, for which we thank them.

Altho this bill bears evidence of cunning preparation by some one familiar with grain exchange methods, and seeks not to antagonize the regular dealers, it violates the constitution by attempting to create privileged classes of citizens, and is faulty in many respects. Business is already handicapped by too many bureaucrats.



"House-Cleaning" Program of Grain Exchanges.

[Continued from page 669.]

questioned usefulness to the country shipper, but the valuable service accruing to the country shipper is offset by the evil incidental to much incompetent speculation which is encouraged by ill advised solicitors in country offices. Therefore, the Directors of the Board of Trade believe that permission should be refused to open offices by members in towns of less than 25,000 population, unless such offices are under the direct, personal, local management of a member of this Association, and this policy should apply to all offices, new and old.

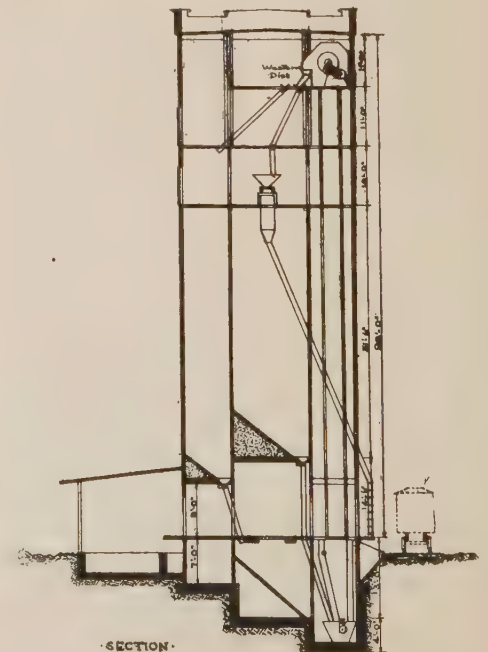
Short Trading Periods: The Directors are not in favor of limiting trading in futures to periods of sixty or ninety days, or to any other period. Short trading periods would be undesirable from the standpoint of the farmer who wishes to hedge his grain, likewise would militate against the grain dealer or distributor who was carrying surplus stocks at the moment unsalable, and also would preclude sales by millers, and manufacturers, of the products for forward delivery, which under present custom they protect by making purchases for future delivery.

At present, all months are trading months, but by common consent, the months of May, July, September and December are the active trading months, for the reason that they serve the most useful purpose in their relation to the marketing of the various crops.

Censorship: While false and misleading reports are probably no more numerous in the grain business than in any other line of business, still our facilities for transmitting news items of all kinds result in a wide dissemination of these reports in a short space of time. It should be remembered, however, that the same facilities are used for the prompt correction of such reports, but momentarily they sometimes affect the markets. We are in favor of a competent and aggressive censorship department, under the paid supervision, if necessary, of some one capable of performing satisfactorily the service of such a department. We believe also that other exchanges should adopt the same policy, and that the departments of the various exchanges should act in correlation, in order that offenders might be detected and disciplined by the exchange or exchanges of which they are members.

INDIA'S total rice acreage this season, 78,023,000 acres yielded 28,033,000 tons of rice. The 79,426,000 acres planted last year yielded 31,970,000 tons.

FEARING the establishment of a duty on Canadian wheat and flour shipped into this country, there have been many rush shipments of wheat and flour into the United States of late.



Driveway, Bin Plan and Cross Section of Table Grove Co-operative Elevator Co.'s Elevator at Table Grove, Ill.

Western Grain Dealers' Association at Cedar Rapids

Enjoyable selections by Mary's orchestra of four preceded the calling to order of the 21st annual convention of the Western Grain Dealers Ass'n at Cedar Rapids, Ia., Apr. 20, by Pres. Lee Davis of Scranton, Ia.

Mr. Davis: It seems to me that the music we have been listening to would give us a good start for our program.

President's Address.

I am very credibly informed that the undertakers are holding most successful conventions this year, and there have been intimations that the grain business is so dead, that their services might well be invoked at this time.

I am already convinced however that this is no funeral occasion; I think I see in the members of the Western Grain Dealers Ass'n before me the liveliest bunch of men that could be gotten together anywhere, and looking into your cheerful faces, no one would suspect that you have really lost your jobs, and been warned off the place.

It takes real courage to be in the grain business in these days of turmoil and strife. Moses has come down to us as the meekest man, and Job the most patient man of all time; had they lived in our day and been called all the impolite names that have been applied to us as middlemen, I am very sure they would lose their reputations.

In this connection, perhaps it may be said that we ourselves have become somewhat adept in the use of descriptive adjectives as applied to the pernicious activities of the many professional agitators, who seek to overturn and discredit the present grain marketing machinery of our land, the product of the best thought, ability, and energy of the trade for the last one hundred years, offering in its stead a scheme visionary in the extreme, and so far as tried out, a proven failure.

Yes, it takes courage to be a grain man, but I am firmly convinced that the type of business men who compose this organization, are not soon to be out of a job. You have had notices to vacate served on your several times before, and are still doing business at the old stand.

Some strange things are promulgated by agitators these days. We are reminded of the philosophy of the old colored lady who was observed to find a seat near a merry-go-round to be greatly interested in the performance, when asked why she did not ride, replied, "Me ride that thing? Oh—Lowdy—now there's Jim Johnson; Jim rode about a dollah's woth, an' I says to Jim, Jim you shore spent yah money, but whahs yah ben?"

Up in the Dakota's they have been running a regular Midway, and have certainly spent their money, but where have they been, and what have they got?

It is proposed by a Com'te of Seventeen very learned gentlemen to build a monster "Ferris wheel"—no one seems to understand it very well, but it will work wonders in the way of elevating prices for the producer, and lowering them for the consumer, and always under perfect control. [Applause.] It is quite obvious that this wonderful mechanism will not be automatic, but will require a large amount of attention from a small army of "experts," all working on nice juicy salaries.

Seriously, gentlemen, can you conceive of the farmer you know, giving a power of attorney to some walking delegate to sell for a five-year period at will all he may produce? Perhaps he will; he has a perfect right to do so if he chooses, but the farmer I know is so anxious to terminate the risk of ownership when he thinks it time to sell, that especially in years when his crop is grading poorly, he asks me to get in my car, drive out to his crib, and make him an out and out offer without any comebacks whatever.

Fruit Growers Ass'n's a Failure.—In the west it is apparent to the most casual observer that the much advertised fruit growers' marketing plans while working beautifully when everything was favorable, must be considered in these times of stress and adverse conditions the only time it could be of value, to be a total failure in so far as performing the function claimed for it—the maintaining and stabilization of prices. The market price of oranges has declined as rapidly as has the price of cereals, which are traded in in the open markets of our exchanges, until oranges are now almost unsalable, and lemons entirely so. This is to be deplored, and probably no system of marketing could have moved the citrus crops at a fair price this year. The fact stands that so far as the system has been tried out, it functions as advertised only when everything

is most favorable and falls down when most needed.

Middlemen.—This ass'n is composed essentially of dealers who are of the competitive system of business, as distinguished from those of the co-operative system. If we have members of the latter class it is because they recognize the constructive work of this organization, in its efforts to promote business efficiency and the very highest ideals in trade ethics. They are good members and we are glad to have them with us. But as independent dealers we own our own plants, invest and hazard our own money, and have all the pride of ownership that the farmer has in his home farm.

We are middlemen with no apologies to offer, having a service to sell. The producer cannot eliminate the middleman, he can only perform a service for himself and be his own middleman. There are those who seek to belittle, discredit, and displace us, asserting "that there are too many middlemen," and an effort is made all along the line of distribution to disparage the independent dealer as a class, and to boost for and encourage co-operative effort.

Why is this so? Are our services inefficient? Are our charges out of proportion? Are our facilities, financial and physical, inadequate? I answer No! to every question, and do not fear successful contradiction.

Paternalism.—The passing of wartime regulation early in the year was most welcome and we began to hope we were to be allowed to run our own business without interference, at least without competition from our government. Our country has grown great, we have become a great people, and the very genius of our American industrial and commercial institutions has been the element of personal initiative, the right of every citizen to engage in honorable business on equal terms with all other citizens.

Is this true of our line of endeavor to-day? You know it is not. From the White House comes the intimation, that there is to be "less government in business"; from the Sec'y of Agriculture the statement that "It is just as much the function of government to assist the farmer to market his crops, as to help him to better methods of production." Take your choice.

Heads of departments at Washington claim that the activities of their subordinates and county agents in acting as organizers of shipping ass'ns, and distributors of coal, seeds, machinery and grain, are without sanction or authority, but we notice that these activities do not cease. It would seem to be the present policy of our government to assist the public in all its efforts to boycott the regular distributors of the community.

Legislation.—An unusual number of measures have been introduced in the various state legislatures and in congress, aimed at the grain exchanges and existing methods of distribution, most of them unwise and nearly all rank class legislation. Your legislative com'te has so far made no active opposition to any of these measures, but it is interesting to note that laws like the Sherman Anti-trust Law, passed in its time as a most righteous measure to apply to the operations of regular business, should now be set aside or declared inoperative by some hocus-pocus as applying to the operations of another class of citizens who frankly state that they wish to combine for the purpose of holding products for the purpose of controlling their movement and enhancing their value; and that a certain line of action may be very wrong and vicious for one class of citizens and a pronounced virtue in another.

Very drastic measures are sure to be introduced in the present session of Congress, aimed at the grain exchanges and present methods of distribution, and ranging in scope from regulation to annihilation.

More straight thinking is needed and less class prejudice, and the enactment of laws good for all the people. If founded on justice and right, they will be good for you and me, the producer and the consumer.

No new legislation is needed to permit the producer to go into business on equal terms with every other citizen or class of citizens.

If he desires new legislation it is because he wants favors as a class that other businessmen do not enjoy. These favors he is not entitled to and should not have.

Transportation.—The past year has been one of unusual trial and aggravation for the shipper of grain, and very grave problems have presented themselves for solution. Transportation continued to be one of the greatest factors, if not the all important factor in the conduct of all business, and the shortage of box car equipment became so acute that for a time it occupied the attention of the whole pub-

lic to the exclusion of nearly all else. Prices were satisfactory, granaries were full, but business was well nigh paralyzed because there were no cars to move the grain, permitting the regular turnover thru the banks, and consequent meeting of obligations. During this period nearly all organizations of the trade were importuning the powers that be, each section of the country emphasizing its own particular need of relief.

Our greatest interest at this time was the large quantity of corn remaining on the farms, particularly in central and northwestern Iowa. I will briefly recount some of the activities of your ass'n in its efforts to cope with this situation.

Early in May, your pres. represented you in a national conference in Washington, composed of representatives of many grain and livestock shipping ass'ns, grain exchanges, traffic men from commerce bodies, and members of state railway commissions. Hearings were had before the Interstate Commerce Commission, and before the transportation com'te of each house.

On June 11, we called a conference of representative dealers at Fort Dodge, the outcome of this meeting being the appointment of a standing com'te to be called the Com'te on Transportation and Legislation. It is composed of your Pres., M. E. DeWolf of Spencer, and I. C. Edmonds of Marcus. Immediately after, the State Bankers Ass'n called a meeting in Des Moines, in which all the shipping ass'ns of the state were asked to participate. In this meeting two com'tes were appointed, a com'te of five bankers to present the financial phase of the situation at Washington, and a standing com'te of seven from the shipping ass'ns on transportation.

Your president represented you on this latter com'te, and attended several meetings, in fact all the meetings that were held, but little was accomplished.

Your com'te also visited, upon invitation, the executive offices in Chicago, of each of the railway systems serving this territory, where we were very courteously received, and a very frank discussion had of the situation in its various aspects. It appeared that any analysis of the situation led directly back to labor, and that the lack of service at this time was almost as great an evil as the lack of equipment, it being clear that had there been cars to load they could not have been gotten thru the congested terminals.

This situation was not alleviated until late in the fall, when owing to the reluctance of the farmer to sell on declining prices, and stagnation in other lines, the supply of cars became more plentiful. We are now confronted by another situation, equally serious but of different character; the exorbitant freight rates now in effect. These are now all out of proportion to the value of the products transported (there being no relation logically), but a situation where every fourth bushel of grain or more has to go for transportation is intolerable, and cannot long be maintained.

It would appear that a material increase in rates has not only failed to produce more revenue for the carriers, but has been a potent cause of stagnation in all industrial as well as agricultural lines. Again it would appear that any attempt at analysis leads us back to labor, a subject loaded with high explosives and which we have at this time no call to discuss, having plenty of troubles of our own.

Grain Exchanges.—Perhaps no part of the present system of grain distribution is the subject of so much unjust criticism as are our exchanges. This is due in part at least to a misconception on the part of many as to what they are and the functions they perform.

The producer is often informed by those who know better, that the Board of Trade sets the price on his products, and if there were no Boards of Trade there would be little or no fluctuations in price. He is morally certain that someone is "doing him dirt" and has decided that it is the Board of Trade.

We regard the exchange as an integral and useful part of our marketing system, providing a meeting place for buyer and seller every business day of the year and whose functions if properly used will eliminate the element of speculation as far as may be, from most of our transactions. It is not a perfect piece of machinery, but the best the world has yet produced.

The Future.—The future is far from bright. I like to be an optimist; I think we all do, but sometimes it costs us real money. The farmer has been an optimist, and those official advisers who passed him the word to hold his grain were optimists-plus, and then some. I do not like to be a pessimist, but the pessimist has been making all the money, and I need the money. I would gladly talk about "the silver lining" and "the darkest hour immediately preceding dawn" but he who sees the advance agent of prosperity approaching in the distance has clearer vision than I.

We are passing thru a period of readjustment, necessarily one of turmoil and strife, of which the end is not yet. In my humble judgment the leveling process, the evening up of relative values, must go much farther, before we shall realize any substantial degree

of prosperity. In conclusion, let us be optimistic; not foolishly blinding ourselves to the gravity of the situation that confronts us, but working for, and looking hopefully forward to, the dawn of a better day.

Geo. A. Wells, of Des Moines, Ia., sec'y, read the following report:

Secretary's Twenty-First Annual Report.

This is the twenty-first anniversary of this Ass'n. We now have 487 individual members, operating about 700 elevators, which is approximately the same membership as last year.

Arbitration.—There have been an unusual number of trade controversies during the past year, most of which were settled by private adjustment without formal arbitration. The principal cause of such controversies has been the lack of a clear understanding of the contractual conditions which could have been avoided by prompt exchange of confirmations by mail.

Legislation.—The Iowa General Assembly passed a bill during the last session that provides for bonded warehouses for the storage of agricultural and other commodities.

This law provides that the Iowa Board of Railroad Commissioners are authorized to investigate storage warehousing, classifying according to grade and otherwise weighing their certification of agricultural products and that upon application to them by any person applying for a license to conduct a warehouse under this Act, to inspect such warehouse or cause it to be inspected, etc.

The commissioners are authorized upon application to them to issue to any warehouseman a license for the conduct of a warehouse in accordance with this act and such rules and regulations as may be made thereto.

The warehouseman is required to execute and file with the Commissioners a good and sufficient bond for the faithful performance of his obligations as a warehouseman. This law, as I understand, is not compulsory, and therefore not of serious importance to the grain trade.

There was no other legislation of vital importance to the grain trade enacted by the last Iowa General Assembly.

Transportation.—The chaotic conditions of the railroads as a result of the war and the return from government operation has involved so many large fundamental questions that it has not seemed consistent to consider the smaller matters relating to grain shipments until conditions have become more settled.

Rental of Elevator Sites.—We have, however, been giving vigorous attention to the question of rental charges for elevator sites and particularly the case of the Stacyville Grain & Coal Co. vs. Illinois Central Railroad.

Under the Iowa Code Supplement, Section 2110, of 1913 as enacted the Iowa Board of Railroad Commissioners ordered that the Illinois Central Railroad Co. may charge as a rental for the elevator and coal shed site leased to the Stacyville Grain & Coal Co., Stacyville, Ia., not to exceed \$12 per annum, which is 6% on a valuation of \$200; whereas the rental charge demanded by the Illinois Central Railroad was \$85.

The Iowa Board of Railroad Commissioners also ordered that the Illinois Central Railroad may charge as a rental for the elevator and coal shed site leased to Jost & Maynard of Doris, Iowa, not to exceed \$6 per annum, which is 6% on valuation of \$100; whereas the Illinois Central Railroad demanded \$75.

The petitions in the above cases were filed with the Iowa Board of Railroad Commissioners in accordance with the provisions of Section 2110 of the Iowa Code Supplement of 1913, which law was enacted under a bill prepared and presented to the Legislature by the Legislative Com'te of the Western Grain Dealers Ass'n in 1913 under legal advice that this would provide the best procedure in undertaking to stop railroad companies from increasing rental charges for elevator sites.

The Illinois Central Railroad has apparently not recognized the ruling of the Iowa Board of Railroad Commissioners and has proceeded to collect rental charges as demanded of the Stacyville Grain & Coal Co. and Jost & Maynard. The attorney for the Illinois Central Railroad has contended that the ruling of the Iowa Board of Railroad Commissioners is unconstitutional, but has not appealed to the courts. Several complaints having come to my office, which I have referred to Judge Henderson and it was decided to take the matter up with the general manager of the Illinois Central Railroad, which was done, and it is now agreed that the general counsel for the Illinois Central Railroad will meet with Judge Henderson and myself at a conference in Des Moines about the first of May for the purpose of undertaking to arrive at an amicable adjustment of the controversy. In the meantime we have requested that all dealers located on the Illinois Central Railroad withhold signing leases until this conference has been held.

If the Illinois Central Railroad decides to appeal from the ruling of the Iowa Board of Railroad Commissioners to the courts, which it has the right to do, it will be the duty of the Commission to defend its ruling.

I have recently written letters to the different railroad companies operating in this territory, and am in receipt of replies advising of their established rental charge for elevator sites as follows:

C. & N. W. R. R. Co.: "Our practice is uniform to charge elevators and all other occupants of our station grounds a rental of six per cent per annum of a fair, conservative value of the property occupied."

C. G. W. R. R. Co.: "Our annual rental charge at present for the use of right of way by elevators or other industries is based on 7% of the value of the ground subject to a minimum of \$15 per annum."

C., R. I. & P. R. R. Co.: "This company charges rental based on 6% of the fair cash value of the property together with the taxes on same with a minimum of \$12 per annum. The use to which the property is put makes no difference in the rental charge; that is the rental for an elevator site is on the same basis as that for a corn crib, coal shed or any other structure."

C., M. & St. P. R. R. Co.: The basis now in effect in fixing rental charges for elevator sites at country stations East of the Missouri River is based on a fair valuation of the property. The annual rental being based on 6% of such value."

The grain freight rates are today entirely out of proportion with farm values, and this condition is one of the principal reasons for the low price of grain to the farmer. The present rates are approximately 200% of the pre-war basis.

March 10, 1914, corn at Wauke, Ia., was 45c to the farmer. The rate to Vicksburg was .239c per cwt. or .1338 per bushel, which is 30% of the price to the farmer. March 30, 1921, corn at Wauke was 36c to the farmer. The rate to Vicksburg had been increased to 47c per cwt. or .2773 per bushel, which is 77% of the price to the farmer. The increase is 197%.

The pre-war rate on corn from Wauke to Chicago was 12½c per cwt. and is now 23½c. An increase of 188%. The freight on an eighty thousand pound car of corn from Wauke to Chicago is now \$188. The freight charges on three car loads would be equivalent to the value of one carload at 39½c per bushel. It takes one car of corn to pay the freight on three carloads shipped from Wauke to Chicago; in other words, it requires ⅓ of the corn to pay the freight.

Seventy per cent of the cost of railroad transportation is labor, therefore it is clear that in order to re-establish a reasonable relation between the value of grain to the farmer and the cost of transportation that the wages of railroad labor must be reduced.

Grain rates have been neglected by the farmers and shippers. Why? The answer is because the farmers' organizations have not for some reason given the matter attention and the grain trade is interested only in the sense

of comparison as between localities. In other words, the grain rates have received attention only as a matter of equitable adjustment between different terminal markets in order that each terminal market might retain preference in its natural tributary territory.

Each line of commercial and manufacturing industries, other than farmers and grain shippers, have kept up a continuous fight for lower rates and have employed expert traffic commissioners for that purpose, the consequence being that grain rates are relatively higher than the rates on other commodities. There has never been a scientific basis established as to relativity of grain rates as compared with other commodities, and the grain rates have suffered the worst of it.

There is no scientific basis or rule so far as I know that is used in fixing the comparison of rates as between sand, coal, grain, hay, livestock, manufactured products, etc. The rates are fixed largely under pressure of demands by shippers in each particular line. The question of the relativity of rates so far as different commodities are concerned is not considered to any extent.

The freight on a car load of cattle from Yale, Iowa, to Chicago is \$83.60, a car load of hogs \$68 as compared with the freight on a car load of corn \$196 or a car load of oats \$156. It is true that the weight of the car load of grain is greater than the weight of the cattle and hogs car load, but the value of the car load of cattle is about \$1700, the hogs about \$1500 as compared with the value of the carload of corn \$600 and the oats \$500. The value of the commodity I understand is somewhat of a factor in rate making.

The risk assumed by the carrier for damage claims, and the service required are also factors in rate making, and it is well known that stock shipments are given special service and guaranteed as to delivery. The damage because of loss in transit of stock is a large item. It would seem to me that the grain freight rates are absolutely unreasonable as compared with livestock rates.

Grain Trade Conditions.—There has probably never been a time in the history of the grain trade when conditions were as unsettled and problematical as now. The deflation of grain values has naturally inspired the farmer who has been so seriously affected to look for some remedy to give him relief.

The farmer does not understand why depreciation of values of grain should occur so suddenly as compared with other commodities. The answer is that market values of grain are reflected more quickly because of the system of open trading established throughout the grain exchanges of the country giving instantaneous publicity of values based upon supply and demand conditions.

The farmer has forgotten that he enjoyed the benefits of such a system at the beginning of the war when prices of grain advanced rapidly and which grain was produced on a pre-war expense basis.

Ambitious advisers and leaders have taken advantage of the present situation as an opportunity to promulgate new ideas and methods of commercial distribution of grain. The middleman and the speculators are emphatically branded as robbers, and the advantage of the competitive system under which individual initiative energy and courage are inspired to the utmost is not recognized. Individual initiative, courage and energy are absolutely essential in the commercial distribution of any commodity. It cannot be accomplished differently. The commerce of the world has been built up by the exercise of the most strenuous force. In fact most of the world's wars have occurred under the stress of commercial energy and activity.

The plans that are being promulgated by the Com'te of 17 are visionary and impracticable. They have failed to reckon accurately the uncertainty of the human element that is so largely involved in its plan. A non-profit organization cannot and will not give the service that is required in commercial distribution.

The grain trade should stand for the competitive idea and not compromise the question. If the Com'te of 17 desires to establish grain exchanges, terminal elevators, etc., why



First Section Circuit Photo of Western Grain Dealers at Cedar Rapids, Ia., Apr. 21, 1921.

should the terminal markets of this country surrender their facilities and equipment to them or allow them to participate in their advantages? They should insist upon their constitutional rights. The grain trade or the grain exchanges do not monopolize the opportunities. The field is open for the establishment of co-operative elevators at country stations, at terminal markets, and also the organization of grain exchanges to meet their own ideas. It is only fair that they should be compelled to establish their system from the ground up.

The grain trade, however, should cleanhouse, and eliminate certain evil practices that have to some extent aroused the general agitation and opposition against grain exchanges.

The grain exchanges should carefully consider the questions of limiting the amount of open trades carried in the pits by large professional, speculative traders, the prohibition of trading by pit brokers, and the restriction of private wire facilities.

The Financial Situation.—It is hardly conceivable that the great surplus producing agricultural State of Iowa should be struggling under adverse financial conditions. It is now generally considered that the reasons for this unfavorable financial situation, briefly stated, are as follows: That notwithstanding the claims of certain agricultural papers and farm leaders otherwise, the farmers of Iowa were generally very prosperous during the war period. This fact cannot be successfully contradicted as certainly some of them had money to burn as evidenced by the fact that they purchased heavily of promoted packing house and oil stocks. In addition to this there has been heavy speculation in farm lands; farms being purchased on contracts or small equities at high prices. In fact the Iowa farmers have marked up the values of their lands to such a point that it is impossible to expect normal production and prices of farm crops to pay anything like a reasonable interest rate on the investment.

In buying promoted stocks and farm lands the farmers used their credit to the limit. Their notes were accepted by the country banks without question as to what the proceeds were to be invested in, and this paper was forwarded to the larger banks and the Federal Reserve Bank for re-discount and likewise accepted without question as to the use the proceeds had been invested; notwithstanding the fact that the Federal Reserve Bank is supposed under the law to restrict its re-discounts of agricultural paper to the investment of expense in growing farm crops and livestock or the holding and marketing of same.

Many country banks have participated in the transactions of promoted stocks and farm lands, and I believe in many cases are morally compromised with the farmer in relation to such transactions.

If the Federal Reserve Bank had confined its loans strictly to the provisions of the law there would certainly have been less of such speculative investment. The situation is such that every person and every business concern in every line of business not only in the State of Iowa, but in the United States at large, is affected. The buying power of the world, and also of our own people has not only been reduced to the minimum, but to some extent is nil.

Foreign trade financing corporations are being organized to extend credit to foreign countries and thus open opportunities for our export trade.

The Southern states are struggling under the burden of a deflated price of cotton from 30c to 40c a pound to 7c and 8c a pound, and no doubt the banks have made loans on much of the cotton at about 15c per pound. The banks are advising the farmers to reduce the acreage of cotton and increase the acreage of grain. This will reduce the demand for our surplus in that direction. The factories in the East are starting up again, but they will face the conditions of lack of buying power both foreign and domestic.

The buying power of agricultural sections of this country will certainly be at a minimum for months to come. During the past few years the farmers have purchased largely of

everything required or desired and they have a surplus of such supplies.

The Eastern manufacturers and financial interests will certainly feel the lack of buying power of the West and it is up to the Eastern financiers to assist in carrying the burden of the banks and farmers of the agricultural sections of this country while they are endeavoring to re-establish a price for grain that will more nearly compensate for expense of production.

These are times when practical optimism is necessary. The howling pessimists and the blind optimists should take the back seat until conditions have been readjusted to a more normal basis.

The auditing com'te reported the accounts correct and that the expenses had been kept as small as possible.

On motion both reports were unanimously accepted and placed on file.

Jay A. King, of Des Moines, Ia., reported on the Western Grain Dealers Fire Ins. Co.:

Fire Insurance.

During the year 1920 the Western Grain Dealers Mutual Fire Insurance Co. wrote policies aggregating \$18,190,299 on which the premiums amounted to \$232,618.68 and received premiums on renewals amounting to \$110,556.70, making the total gross premiums received \$343,175.38. There was paid out for fire losses \$105,728.41 and in addition to that amount \$5,482.79 in fire losses occurred that were not adjusted and remained unpaid on January 1, 1921, making the total amount of losses incurred during the year \$114,211.20. Premiums were refunded on cancellations amounting to \$45,908.35. Dividends returned to policyholders amounted to \$89,325.22. The admitted assets at the beginning of the year were \$233,282.08. On January 1, 1921, the admitted assets were \$240,404.96.

Admitted assets are the assets of the company which are approved by the Insurance Department including cash on hand, government and municipal bonds, mortgage loans, unpaid premiums and accrued interest. The company has other assets consisting of office furniture, automobiles and supplies reasonably worth six or seven thousand dollars which are not included in the amount stated as admitted assets.

Re-insurance Reserve required by law is such amount as is considered sufficient to re-insure all of the policies in force and is listed as a liability. The required re-insurance reserve for this company on January 1, 1921, was about \$91,000. Deducting that amount together with all other liabilities from the admitted assets showed a surplus of \$143,000. That is, if all policies in force would have been reinsured in some other company, the surplus over the amount necessary to pay for such re-insurance and discharge all indebtedness would have been approximately \$143,000.

The Western Grain Dealers Mutual Fire Ins. Co. is not an assessment company. It has never levied an assessment against any policy issued. Its plan of business is to collect one annual premium at the usual insurance rate on annual term policies and also on policies issued for longer term, annual settlement when the policy is issued and at the end of the annual term to return such amount as has not been required for the payment of losses and expenses, as a dividend to the policy holders. For some time it has been the practice to estimate in the beginning of the year, based on the experience of previous years, what percentage of dividend could be paid for that year and declare that percentage of dividend for the year. As the business of the company increased the estimated rate of dividend has been increased, being in recent years on grain elevators and grain 50% and in 1920 50% with a special dividend of 5%. The rate of dividend so declared has always been continued throughout the year. Grain dealers who have carried their insurance in this company have had protection at actual cost. Last year, owing to the increased fire loss ratio and the large dividends paid, the grain dealers had insurance in this company at a price less than

cost, for that year. The surplus over liabilities places the company in position to be reasonably certain of its ability to return throughout the year the rate of dividends as estimated and the policy holders are quite definitely assured what the net cost of their insurance will be. Another advantage to the policy holders in the company having a good surplus is that the company is thereby enabled to carry a larger line of insurance on a risk and a liberal surplus is an assurance to the policy holders that in case of loss, the amount of the loss will be promptly paid.

In order that having a surplus and the statement that the grain dealers have had their insurance at cost may not seem contradictory, I will state the fact, that the surplus of \$143,000 has been derived from other sources of income than the premiums on grain elevator and grain insurance.

The gain in 1920 in the amount of insurance in force was not as large as in the previous year for the reason that in the latter half of 1920 the grain business took such a slump. It is reasonable to conclude that on the first of January, 1921, the insurance in force on grain in this company was fully four million less than it would have been under normal conditions. Even under such conditions, the line increased a million dollars making the amount in force on January 1, 1921, approximately eighteen millions.

The rates charged by this company for insurance on grain elevators and grain are in accordance with a schedule adopted by the Board of Directors. In that schedule is named a basis rate as a beginning. To that basis rate is added a specific amount called deficiency charges, for each hazard, if any, including power, construction, location extra machines, condition and exposures. Credits are allowed for lightning rods, public water protection and manlift. The percentage for each of these charges has been determined by experience and represents the additional probability of loss because of the existence of such thing or condition.

Considering that of the premiums paid, such part is returned as is not required for the payment of losses and expenses, it is not so material what the rate charged shall be as it is that the rate charged shall be on an equitable basis between the policy holders.

A correct application of the schedule of rates to each risk makes the cost of insurance to the policy holders in this company as nearly equitable as the use of the charges established for each of the various hazards and conditions can determine.

The benefit to be realized from the removal or correction of fire hazards does not seem to be fully appreciated in all cases. Some policy holders do not consider the matter any further than as to whether or not their rate will be reduced and how much, whereas the greater benefit is in the reduction of fire losses and consequent decrease in the proportion of their premiums required for payment of losses. In some instances the reduction in rate and the probable decrease in fire losses is not sufficient to induce the policy holder to correct hazardous conditions. In such cases, in fairness to those who make all possible effort to eliminate danger of loss, the proper course to pursue is to cancel the insurance. For those reasons, insurance on some elevators has been recently cancelled.

The fire losses in 1920 were greater in proportion to the amount of insurance in force than for either of several previous years. All of the losses were apparently accidental. However, if in all cases the suggestions made regarding the elimination of hazards and the installation of fire protection had been complied with, the fire losses would have been less. There is no doubt that some of the fires which occurred could have been prevented if ordinary care had been exercised in correcting bad conditions, other fires could have been brought under control with fire extinguishers with small loss only as a result. The installation of lightning rods would no doubt have prevented some of the losses.

The amount of losses prevented by the correction of hazardous conditions cannot be known but it is safe to assume it was con-



Middle Section Cirkut Photo of Dealers at Cedar Rapids, Ia., Apr. 21, 1921.

siderable. We do positively know that the use of the inside fire protection installed reduced the losses incurred in a considerable amount. Fires were brought under control with small loss whereas without the protection at hand the entire properties would have been destroyed.

Owing to the close proximity to the railroad and the consequent probability of sparks from locomotives falling on the building, a combustible roof on a grain elevator or its additions or other buildings nearby is a dangerous proposition.

Electric power is a prolific cause of fire losses largely on account of it being improperly installed. Carelessness and lack of information are causes of wrong installation and dangerous conditions, especially in grain elevators.

The average amount of annual fire losses that occurred from the use of electricity in Iowa during the five years 1915-1919 inclusive is \$725,875. During that time in the United States the yearly average of losses from that cause amounted to the enormous sum of over twenty-one millions, a greater amount than resulted from any other one original cause. In the interest of safety, too much care cannot be exercised in the installing of electric power, particularly in grain elevators.

In the larger cities the manner of installing electric light and power is regulated by ordinance, and inspectors are employed whose duty is to see that all requirements of the ordinance relating to such work are fully complied with. There is no such safeguard in the country towns and most of the smaller cities, and in consequence many installations are made in a careless and even dangerous manner.

Mr. Wells: We have a larger amount of admitted assets for each dollar's insurance in force than any stock company doing business in this country.

The Western Grain Dealers Mutual Fire Ins. Co. was reorganized as a reserve insurance company. The \$143,000 is net working capital and belongs to the members. We have always returned annual dividends, beginning with 25%, and averaging to 50%. In 1920 we returned 55%, and this year 50%. It demonstrates our ability to stabilize insurance. We write insurance at a fixed premium instead of an assessment.

Outside of the elevator and grain business we include a larger line of reinsurance from other companies, and a limited amount of mercantile risks selected in protected towns.

Our schedule of grain and elevator insurance is slightly higher than the published rates. Our outside business is written at the stock company rating with a 25% dividend and a considerable part of our accumulated surplus has come from outside business.

Our fire losses last year were \$108,000, the largest in our history, but yet our surplus increased.

Mr. King: I am more interested in reducing the fire losses than in any part of the business. The only way the losses can be reduced is by more carefulness on the part of policyholders.

Fire losses due to locomotive sparks amounted to \$18,000 last year; part due to combustible roofs, and part to openings in building on railroad side. On one loss of \$2,400, due to opening, sparks were seen from an engine passing but we could not hold the railroad company responsible, in court. Thirteen losses were due to lightning. Any elevator owner can well afford to put a lightning rod on his building; a reduction of 10% is given in the rate.

Fire extinguishers are ridiculed. An elevator owner reported a fire loss on roof of \$34.95, and said he had put out the fire with 2 fire extinguishers furnished by us.

One company saved its building with only a hole burned in roof, by use of fire extinguishers. I could give a lengthy list of elevators saved by the use of fire extinguishers.

Fires last year originating around gasoline engines amounted to \$24,000, and all but one could have been saved by use of fire extinguishers. Fifty per cent of the loss could have been saved if the members of the Western Grain Dealers Mutual had complied with all the suggestions of our inspectors.

The insurance code of the national laboratory requires motors having brushes to be inclosed in a fireproof room. Electric motors, even of squirrel cage type, in grain elevators must be inclosed in walls of fire resisting materials.

N. B. Walsh, representing the Square D Company, demonstrated a safety switch for electric plants, with a moving picture machine.

Chas. Dubsky gave a talk on vapor proof electric lights, and electric lighting.

Pres. Davis appointed on the Resolutions Com'te: M. E. DeWolf of Spencer, Bert Dow of Davenport, and Clifford Belz of Conrad.

Nominating Com'te: L. W. Larson of Rolfe, J. K. McGonagle of Washta, and Geo. A. Stibbens of Red Oak, Ia.

Adjourned to Thursday morning.

Thursday Morning Session.

Pres. Lee Davis called Thursday morning's session to order at 10:40 a. m., and after urging all to participate in the round table discussion turned the discussion over to Secy. Wells.

Geo. A. Wells: The main thing the grain dealer should give attention to is the dockage on wheat. You are entitled to take it under the government rules. Dealers handling only small quantities of wheat do not take the dockage but try to take care of it in the price, which does not fully protect them.

Unfortunately the wheat growing territory is in the Southwestern and Western parts of the states which are not well represented here.

There is a good deal of trouble with the telephone contract, for the reason there is no written evidence. A verbal contract is not legal. If a controversy arises you are in a very bad position.

Some dealers think it smart not to sign the confirmation.

Mr. Logan: The fact that the seller did not dispute the contract would make it valid.

A. Gerstenberg, Chicago: If the other party will admit the contract it is made valid. If the other party denies it you will be defeated.

Mr. Wells: Would it not clear up these troubles if the trade would send confirmations?

Mr. Gerstenberg: If we could all educate ourselves to consider the contract calmly and sign, it would help; but so many feel indignant when asked to sign a contract, feeling that their word is doubted.

Contract after contract in Indiana for oats 10 years ago never were filled when oats went

up to 70 cents a bushel. Contracts for 25,000 bus. became 2,500 bus.

I recommend to every man in this hall to give his signature.

E. H. Bingham, Chicago: Sometimes an arbitration com'te thinks his claim is right but he has no proof and the com'te can not allow it. He must have the proof.

M. McFarlin, Des Moines: Confirmations should be mailed in exchange by the country dealers, as do the terminal market dealers.

Louis Mueller, Peoria: We send a duplicate contract and keep after the seller until we get it back. We don't have any difficulty, we demand it.

C. C. Flanley, Sioux City: The reason we do not have more trouble is that the grain business is done with a high sense of honor. In 15 years we have had only two disputes. In our business we have never received one of our confirmations back. We don't get back 25 per cent of our contracts signed. It would be an ideal situation if confirmations were sent. The country dealer does not have the facilities but if he kept a file of triplicating contracts on his desk and made carbon copies as he found time it could be done easily.

J. J. Fones, Chicago: We do not have any difficulty in getting our contracts returned. I never found any trouble or objection.

Bert T. Dow, Davenport: Our trouble has not been with grain dealers but with farmers from whom grain is bought.

Geo. A. Stibbens, Red Oak: In no instance have I had a customer refuse to sign a contract; but the most serious problem is the contract the dealer makes with the farmer.

In one case Judge Deemer asked the plaintiff to put seller on stand to prove the contract but the seller denied it and the buyer lost the suit.

Mr. Wells: There is no grain dealer in this state who stores grain for the farmer. If the grain dealer takes in a wagon load and is asked to store it, he is under no duty to store it and settlement must be made as if it were an outright sale. We have no storage law in Iowa.

Frank D. Milligan, Jefferson: A farmer may string along deliveries for several weeks and our practice is to allow the price on the day delivered.

S. J. Clausen, Clear Lake: We mark the price on the scale ticket and if stored we write across the ticket "stored." We make it a point to fix the price the day delivered.

W. W. Sylvester, Chicago: What became of the warehousing law passed seven or eight years ago? The last legislature also passed a warehousing law. How do the two interlock?

Mr. Wells: That law is not compulsory. If a country dealer desires to become a warehouseman he makes an application to the Iowa Board of Railroad and Warehouse Commissioners and is issued a license.

M. McFarlin: Has there been much trouble between regular dealers?

Mr. Wells: There has been considerable.

McFarlin: In 15 years' experience I have had very little trouble over contracts.

Mr. Wells: On account of an embargo a shipper could not fill contract as he could not get cars.

Mr. Gerstenberg: Railway regulations cut



Third Section Cirkut Photo of Dealers at Convention of Western Grain Dealers Ass'n, Cedar Rapids, Ia., Apr. 21, 1921.

some funny didoes. I contracted for grain to come to Chicago. Before the grain could be shipped the embargo came with the grain in the car. Seller ordered the cars, loaded them but the railroad refused to bill them to Chicago. Fortunately I was able to switch this deal and give him the benefit.

Mr. Wells: I have collected such a claim from the railroad.

Mr. Gerstenberg: I have been thrown down again and again in collecting from the railroads. Really I think the buyer is entitled to the grain and it is up to the shipper to get it to him. With conditions as they are now the shipper is legally bound to deliver the grain.

How is the grain handled under the Iowa law in the Farmers elevator at Council Bluffs?

Mr. Wells: We had no Iowa warehouse law until the law was passed by the Iowa legislature.

Geo. Potgeter, Steamboat Rock: "All Grain is Sold Unless Otherwise Specified," is a large sign I have posted at my elevator. In Athens, Greece, B. C., the grain men were charged with not paying enough; we have this same stuff.

Mr. Wells: Many dealers are not keeping their records so we can give them term grain insurance.

Mr. Pullen told of grain elevator accounting methods, and the improvement during the past few years. Original entry, journal entry and the ledger were urged as necessary.

Mr. Clausen: If I take in a farmers' grain am I liable for loss by fire? Do your insurance policies cover this?

Mr. Wells: Yes, our form does. We have deferred purchase contracts providing for storage.

Owen L. Coon, Chicago: If you can get the over-run and under-run on most of your cars you are complying with the decision of the Interstate Commerce Commission. The difference should be less than 500 lbs. per car, to show a good record. If he can not do this he should call in a scale expert.

J. A. Schmitz, asst. Board of Trade Weighmaster, Chicago: Some of the claim agents have taken the position that unless your scales comply with one of the 3 types of scales they can not pay your claim.

The carriers have not yet written these specifications in their tariffs, and Docket 9009 is not in force at the present time.

N. S. Beale, Tama: A railroad man will not make a report of a little leak in transit. Is the railroad company liable if you have an automatic scale which averages about 100 lbs. from out-turn weights, and one car is short 1,000 lbs.?

Mr. Wells: If you comply with No. 9009 you have a clean B/L.

Mr. Coon: When you get into court it is simply a question of proving the weight when loaded, as No. 9009 does not alter the already existing law.

Adjourned to afternoon.

Thursday Afternoon Session.

Owen L. Coon: Grain door lumber claims have to go to the Division superintendent instead of to the Claim Department. It is your duty to ask local agent far enough in advance for a new supply of grain doors to arrive. Don't buy the lumber until you have first served written notice on the local agent that you need the doors.

Send the bill specifying the amount to the Division Supt.

There is no limit on the amount of refund, so long as it was used on the car. I have recovered \$382 for one company from the M. & St. L. R. R.

I have never got any money yet from a railroad for the nails, altho the same duty rests on the carrier. About 6 weeks ago the American Ry. Ass'n adopted these rules and within a year it is likely nails will be paid for.

If you have a record of 1,000 lbs. overrun and 1,500 underrun I do not believe you have a moral right to file a claim.

Country to terminal market scales will vary

500 lbs. and I do not think such a clear record claim should be pressed.

A year ago practically no clear record claims were paid. Now practically all the western roads are paying clear record claims. With terminal weights at both ends I would file claim for 200 lbs. difference. The Northwestern Road has not paid any money on country to terminal clear record claims.

The R. I. and the N.-W. Rds. are taking $\frac{1}{4}$ of 1% on corn and $\frac{1}{8}$ of 1% on small grain on a tariff, on the amount loaded.

If you go to the claim agent's office he will let you see his file on a claim.

If the N.-W. repairs a car the man is supposed to send in a card reporting the fact, and makes good a claim on clear record.

You have to have unreasonable delay to make good a claim for delay. The railroads will allow a movement of 50 miles a day, under an unwritten rule. Figure the price the grain sold at and what it would have sold at had the car moved 50 miles a day. Our policy has been to accept a good settlement. The Milwaukee in a case beat a shipper on a live stock delay case because there was violence in connection with a strike.

A shortage claim should be filed in 6 months, interstate; intrastate 4 months.

Claims arising in March 1917, are still good if filed in time.

You have six months to sue after declination of claim in writing.

Claims in 1918 and 1919 are still subject to be outlawed if not sued on in two years.

On wagon scale weights about 50% is all you can expect to get.

Mr. Davis has a scale that on shipments to terminal markets has variations as small as 5, 10 and 15 pounds.

A claim for sacked mill feed that got wet will be paid if you get notation on freight bill.

Don't file your claims thru your local agent.

Many times the legal department will settle a claim when the claim department will not.

W. K. Vandiver, transportation commissioner of the Grain Dealers National Ass'n, recited the recent history of ground leases with railroad companies, the proceedings before the Interstate Commerce Commission on limitation of telegraph companies' liability, read a brief of the new minimum weight rules published in full on page 593 of the Grain Dealers Journal for April 10.

He referred to the reconsignment docket and said that at the argument at Washington Apr. 14 the railroad attorneys had stated they were willing to let the present rules stand until January, 1922. In reference to leases he said:

The Kansas Grain Dealers Ass'n had ground leases brought to their notice in October, 1919, and they took it up with the Public Service section of the United States Railroad Administration who arranged a reduction of 6% of what they considered a fair valuation. A bill was presented January 5, 1920, for consideration by the Kansas Legislature, but was side tracked and Secretary Smiley of the Kansas Ass'n wrote me a few days ago that the same bill which aims to give necessary authority to the Public Utilities Commission will be introduced in the next session of the Legislature.

In Minnesota there is pending before the Legislature a bill that is drawn up in line with the Iowa statute and as yet I have not ascertained what disposition will be made of it.

In Michigan there is before the Legislature a bill requiring that jurisdiction over leases and rentals of railroad property shall be placed in the hands of the Public Utilities Commission.

In Indiana efforts have been made for several years to have the Legislature pass a bill giving the Public Service Commission authority to regulate the terms of leases, switching charges, etc., but so far without satisfactory result.

In Ohio I find there is no statute covering this matter and that at the last Legislature a bill was prepared which was intended to regulate rent profiteering but this bill was never reported out from the committee.

In Illinois there is no statute but the Illinois Grain Dealers Ass'n is considering the introduction of a bill before the general assembly.

In Missouri the Public Service Commission has no jurisdiction and as yet I have not ascertained what is being done to give them the necessary authority.

In Oklahoma there is no law similar to that in Iowa, and that state has accepted everything, including increased rentals without much complaint.

The Interstate Commerce Commission issued rulings in 1908, 1911 and 1913 to the effect that carriers cannot lease ground to shippers at nominal rentals and that the carriers should receive proper compensation. For some time past there has been pending before them a case designated at I. C. C. docket 6562 which relates to the maintenance of side tracks and rental charges for property. Apparently this case has been merged into I. C. C. Docket 11545, which was heard in Chicago last November and on which Commissioner Meyer has written me that a decision will be out at an early date.

The Grain Dealers National Ass'n has received complaint about rentals from members in various states including Ohio, Illinois and Oklahoma. It is our purpose to pursue this matter actively and exert our influence to the greatest extent possible towards having uniform laws or regulations adopted in all of the states so that the railroad companies will be prevented from demanding excessive rental charges, such as they have been trying to force the lessees to pay since the carriers were released from Federal control.

There is to be a meeting in New York May 2 for the purpose of discussing a proposed amendment to the Pomerene Law.

Adjourned to Friday morning.

Friday Morning Session.

The Friday morning session was called to order at 10 a. m. by Pres. Davis, who called for the report of the com'te on resolutions.

Mr. DeWolf read the report of the Resolutions Com'te.

Mr. Gerstenberg called attention to the conflict that would arise if the resolution approving the G. D. N. A. form were adopted, as the grain exchanges have different forms of confirmation. "That confirmation is a good one for points not having benefit of terminal market contracts."

J. R. Murrell, Jr.: The G. D. N. A. contract is in conflict with several grain exchange contracts. Unless you can get all the grain exchanges to conform, your resolution would be worthless.

Mr. DeWolf struck out the reference to the G. D. N. A. contract and as so amended the following resolutions were unanimously adopted.

Resolutions.

Less Government in Business.

Resolved: That the Western Grain Dealers Ass'n heartily approve the expression of our present chief executive that "We need more business in government and less government in business."

Exchange Members Observe Their Contracts.

Resolved: We congratulate the grain exchanges and particularly the Chicago Board of Trade thru whose channels the major portion of the hedges of the world are passed that during the stress of war and the strain of readjustment they maintained open and continuous markets, and that while other lines of industry have felt the blight of repudiated contracts no producer or shipper of grain to these open exchanges has failed to receive the exact contract value of his product.

Limitation of Speculative Transactions.

Resolved: That we view with approval the evident intention of the Chicago Board of Trade to remedy any defect experience may show to exist in its methods. We believe that within the membership exists the ability and technical knowledge to formulate and enforce such reasonable regulations as are needed to promote its own and the grain trade's best interests and to continue it a bulwark of public welfare.

In pursuance of such a policy we recommend a reasonable limitation upon purely speculative transactions so that no single corporation, firm or individual may by the magnitude of purely speculative transactions become the dominant force in the market.

We further recommend that no limitation be placed on the opening of private wire offices in the principal sections of production unless there should be an established office within 50 miles of the office which it is proposed to open.

For Reduction of Commission Charges.

Whereas, in all lines of endeavor pay for products and service rendered is being reduced, be it

Resolved: That we request the grain exchanges to modify their commission charges to a nearer approximation of pre-war charges.

Exchanging Written Confirmations.

Resolved: That members be requested to give closer attention to the making and exchanging of written confirmations for purchase and sale of grain, as a means of eliminating controversy and relieving the sec'ys office of much unnecessary labor and correspondence.

Elevator Site Rentals.

Resolved: That we approve of the action of our sec'y in the matter of the Stacyville Grain & Coal Co. v. Illinois Central Railroad Co. on

account of rental charges, and request him to continue his attitude in the matter.

Expedite Adjustment of Railroad Conditions.

Whereas, the present rate of freight on agricultural commodities and especially grain, is so excessive compared to its values as to approach in many instances confiscation of the producer's product, be it

Resolved: That we request the constituted authorities to expedite their efforts toward an equitable readjustment of railroad conditions and charges.

Foreign Trade Financing.

Resolved: That this ass'n approves the principle underlying the proposed foreign trade financing corporation, believing that if representative of all interest and localities and managed and developed by men of the highest character and capacity it may be an essential addition to our constructive business machinery, from the viewpoint of American industrial progress and national prosperity.

Fire Prevention.

Whereas, it is definitely determined that loss and damage by fire to grain elevators and contents insured in the Western Grain Dealers Mutual Fire Ins. Co. would have been less in amount if conditions conducive to fire in some of the elevators damaged had been eliminated, and

Whereas, it has been demonstrated that installment of inside fire protection in grain elevators was the means of saving elevator buildings and contents from being destroyed when fire occurred and that in several cases only small damage was done because of the use and efficiency of such protection, and

Whereas, a considerable number of grain elevators are damaged each year, in some cases entirely destroyed, by lightning, and

Whereas, experience has proven that copper cable lightning rods are nearly 100 per cent protection against loss by lightning, therefore be it

Resolved, by the membership of the Western Grain Dealers Ass'n, our property being insured in the Western Grain Dealers Mutual Fire Ins. Co., that we heartily approve the system of inspection of grain elevators by the said insurance company, the directions for the elimination of fire hazards and suggestions for installing inside fire protection given to its policyholders, resulting in a considerable decrease in loss ratio;

That in reasonable consideration of those policy holders who have made an earnest effort to safeguard their property from fire, all policyholders should make like endeavor.

We therefore suggest that the said insurance company insist upon its recommendations for the correction of fire hazards and installing inside fire protection be complied with.

We recommend that copper cable lightning rods be installed on all grain elevators not metal covered.

A resolution was adopted thanking the Cedar Rapids grain men and civic organizations for their hospitality.

L. W. Larson, chairman of the Nominating Com'te, reported the following officers for the ensuing year:

Pres., Lee Davis, Scranton, Ia.; vice pres., I. C. Edmonds, Marcus, Ia.; directors, J. R. Murrell, Jr., Cedar Rapids; E. H. Tiedeman, Fonda; Clifford C. Belz, Conrad; Bert Dow, Davenport, and Mr. Sien of Atlantic, Ia.

All were unanimously elected on motion by Mr. De Wolf.

Mr. Davis thanked the members for their past co-operation. He reappointed last year's standing com'tes.

Mr. Wells: Last year the directors authorized an assessment of \$1 per member. I have never levied that assessment. Our com'te work cost us about \$500 last year and our

general funds are not sufficient to bear an extra expense.

Mr. Davis: I think that extra assessment ought to be made.

On motion of Mr. Murrell the assessment of \$1 per member was authorized.

Adjourned *sine die*.

The Banquet.

The banquet Thursday evening was well attended. E. R. Moore of the American Trust & Savings Bank acted as toastmaster, introducing successively Ed. M. Scott, who told of the Foreign Trade Financing Corporation;

Ed Praeger, Chicago, who told some funny stories in clever dialect;

M. E. DeWolf, Spencer, referring to the Farm Buro, who told of the farmer who 'phoned for the undertaker instead of the doctor when his wife was ill because he did not want to have anything to do with the middleman; Mr. DeWolf ridiculed the restriction of private wires to towns over 25,000;

C. C. Flanley, Sioux City, told some good stories;

J. W. Holmquist, Omaha, struck an optimistic note, and asked what business except the banking business is in better shape than the grain business;

Adolph Gerstenberg, Chicago, gave some interesting reminiscences and said that altho the financing of the grain business was getting severer all the time there had been only one failure on the Board of Trade since 1915 and that was a small one;

Senator Haskell of Cedar Rapids urged that the grain men appear at Des Moines to protect their interests, and that the Farm Buro would go to pieces as soon as it got into politics; Cyrenus Cole said there was nothing new in the present Farm Buro activity as the Romans had the Gracii, and at one time the United States had the Patrons of Husbandry;

Julius H. Barnes did not attend as expected, and the sec'y of the Grain Dealers National Ass'n was detained by a lawsuit against the Ass'n at Toledo.

Convention Notes.

From Davenport came B. T. Dow.

From Omaha come W. J. Smittle and J. W. Holmquist.

N. B. Walsh demonstrated the Square D Motor Starter Switch.

Did the exhibitors pay for their space in the hotel lobby? They did!

Des Moines representatives included M. McFarlin and E. G. Cool.

Kansas City representatives included I. Updike, Carl Congleton and Major Moberly.

M. Isaacs of Minneapolis exhibited the Cuthbert Co.'s line of grain grading equipment.

Sioux City representatives included H. T. Bickel of the Terminal Grain Corp., and Chas. C. Flanley.

Souvenirs were one of the Weller Mfg. Co.'s memorandum books distributed by F. J. Conrad, and lead pencils by the Bewsher Co., Newell Const. & Machinery Co. and Sawers Grain Co.

Peoria representatives included E. W. Sands of J. C. Shaffer & Co., and Louis Mueller of the Mueller Grain Co.

Pres. J. A. King and O. H. Holland, Gen. Agt. Western Grain Dealers Mutual Fire Ins. Co. came from Des Moines.

A line of vapor, dust and water proof fittings was exhibited by Chas. Dubsky and J. A. Webb of the Crouse-Hinds Co.

F. J. Conrad exhibited a line of supplies, buckets, motors, a Munson Mill and belting, demonstrated by R. R. Mayberry.

St. Louis representatives included G. A. Turner of the Turner Grain Co., Frank Bubb of Goffe & Carkener Co., and Harry C. Noland.

G. E. Winslade of Omaha was established in the lobby with a working model of the Trapp Truck Dump System made by the Trapp-Gohr-Donovan Co.

Lamson Bros. & Co., in a room right off the meeting hall, had a blackboard with a fast wire giving continuous market quotations, which were appreciated by the visitors. This was specially put in by the firm for the convention and was in charge of R. E. Disbrow, who runs their office at Marshalltown.

In the central booth of the Newell Construction Co. was a model of the company's new 12-ton truck dump, the corresponding heavy duty beam of the Fairbanks Scale with type-register. Representing the company were C. E. Newell, R. F. Blake and Milo C. Nelson, while F. M. Brown represented Fairbanks, Morse & Co.

Chicago representatives included J. DeCourcy, A. Gerstenberg and R. A. Gerstenberg, all of Gerstenberg & Co., W. A. Golden, representing Updike Grain Co., Walter J. Green representing John E. Brennan & Co., E. E. Rice of Sawers Grain Co., J. A. Low and C. L. Douglass representing E. W. Bailey & Co., G. N. McReynolds representing P. H. Schifflin & Co., W. A. Putman of Pope & Eckhardt Co., W. W. Sylvester representing Requa Bros., Geo. E. Booth, Jim Barrett, W. G. Kelly, R. E. Disbrow and M. E. Tracy all of Lamson Bros. & Co., J. H. Wheeler and W. H. Ransom of Rumsey & Co., J. J. Fones of E. W. Wagner & Co., C. A. May and W. M. Christie representing J. H. Dole & Co., E. H. Bingham, Frank Cheatle, Burton L. Figeley, H. B. Beatty, Wm. Bates, R. J. O'Halloran, Ed. Praeger, and H. A. Foss and Jos. Schmitz of the Weighing Dept.

THE DINNER tendered by the grain men of Cedar Rapids to the visitors at the Chamber of Commerce rooms proved a most enjoyable affair. Toastmaster Bob Holmes, pres. of the Chamber, wittily announced that he had been admitted to the bar of Iowa (he is a lawyer) but that he had not been admitted to the "bar" of the Western Grain Dealers Ass'n. The guests were disposed at three long tables extending along three sides of the room, the inclosed square forming an arena for two boxing matches. Among the speakers were Lee Davis, pres. of the W. G. D. Ass'n; E. R. Moore, the banker, and "Lurty" Stubbs, insurance man. A boy singer, Carl Hoff, son of Lafe Hoff, the evangelist, aided Clark's orchestra of five pieces, while Ward Baker, Dave Turner and Ray Murrell were song leaders. After having done justice to the generous menu those who desired went to the theater where the local grain dealers had provided further entertainment at a real wrestling match between Jack Reynolds, world's welterweight champion, and Tommy Fisher. This wound up an enjoyable evening.

Iowa shippers present included: N. H. Adams, Decorah; Wm. Auchstetter, Ida Grove; M. L. Bremer, Elberon; N. S. Beale, Tama; W. C. Boyle, Morning Sun; Clifford C. Belz, Conrad; A. D. Brandt, Ralston; S. A. Brush, Chelsea; C. C. Buck, Iowa Falls; S. J. Clausen, Clear Lake; Lee Davis, Scranton; M. E. De Wolf, Spencer; C. E. Donels, Vinton; F. L. Dorris, Ft. Dodge; W. L. Fagen, Keota; R. E. Ferguson, Rolfe; E. W. Fernow, Marion; O. B. Fisk, Curlew; P. R. Frazier, Morrison; R. A. Frazier, Nevada; Geo. A. French, Cherokee; E. J. Funk, Williams; C. E. Glaman, Tama; W. F. Harris,



Left to Right, Director Clifford C. Belz, Conrad; Sec'y G. A. Wells, Des Moines; Pres. Lee Davis, Scranton; Directors, J. R. Murrell, Jr., Cedar Rapids, and E. H. Tiedeman, Fonda, Ia.

Williamsburg; C. E. Harris, Williamsburg; F. Hushka, Bradford; F. E. Hyett, Wright; Ben Jaspers, Cleves; R. L. Jamison, Hedrick; B. C. Knapp, Vinton; F. J. Krob, Ely; L. W. Larson, Rolfe; J. T. McNally, Victor; J. W. McGonagle, Washta; J. S. McKune, Dinsdale; C. B. Martin, North English; L. W. Miller, Coon Rapids; F. D. Milligan, Jefferson; F. D. Monachi, Weaver; A. H. Miller, Libertyville; H. L. Moorehead, West Branch; S. F. Price, Grundy Centre; Geo. Potgeter, Steamboat Rock; W. E. Reynolds, Churdan; G. F. Schafer, West Liberty; G. A. Stibbens, Red Oak; E. H. Tiedeman, Fonda; R. E. Wiese, Burlington; F. C. Warnke, Maynard; W. E. Young, Traer.

Anti-Speculation Bills in Congress.

Senator Norris expects to come to the front later with a new bill regulating the grain exchanges, which will derive importance from the fact he is chairman of the Agriculture Com'te.

About the most important of the bills introduced at the present session is the re-drafted Capper-Tincher bill, to do away with puts and calls, put the private wire houses out of business, stop short selling and prevent others than regular dealers from trading at all. The Capper-Tincher bill follows:

THE FUTURE TRADING ACT.

That this act shall be known by the short title of "The Future Trading Act."

That for the purposes of this act, "contract of sale" shall be held to include sales, agreements of sale and agreements to sell. That the word "person" shall be construed to import the plural or singular, and shall include individuals, associations, partnerships, corporations, and trusts. That the word "grain" shall be construed to mean wheat, corn, oats, barley, rye, seeds, and sorghums. The words "board of trade" shall be held to include and mean any exchange or ass'n, whether incorporated or unincorporated, of persons who shall be engaged in the business of buying or selling grain or receiving the same for sale on consignment. The act, omission or failure of any official, agent, or other person acting for any ass'n, partnership, or corporation, within the scope of his employment or office shall be deemed the act, omission, or failure of such ass'n, partnership or corporation.

Prohibitive Tax.—That in addition to the taxes now imposed by law there is hereby levied a tax of 20c a bushel on every bushel involved in such transactions, upon each and every privilege or option for a contract either of purchase or sale, intending hereby to tax the transactions known to the trade as "puts" and "calls," "indemnities" or "ups" and "downs."

Short Sales Taxed.—That in addition to the taxes now imposed by law, there is hereby levied a tax of 20c a bushel on every bushel involved therein, upon each contract of sale of grain for future delivery, except

(a) Where the seller is at the time of the making of such contracts the owner of the actual physical property covered thereby, or,

Regular Dealers Exempt.—(b) That persons, who are at the time of the making of the contract, regularly engaged in the business of growing, feeding, dealing in, or manufacturing grain or grain products may enter into contracts for future delivery, if such contracts are made by or through a member of a board of trade which has been designated by the Sec'y of Agriculture as a "contract market," as hereinafter provided, and if such contract is evidenced by a memorandum in writing which shows the date, the parties to such contract and their addresses, the property covered and its price, and the terms of delivery. And provided, That each such person shall keep a permanent record of such contracts for future delivery.

Licensing Exchanges.—That the Sec'y of Agriculture is hereby authorized and directed to designate boards of trade as "Contract Markets" when, and only when, such boards of trade comply with the following conditions and requirements:

(a) Terminal markets upon which cash grain is sold in sufficient volume and under such conditions as fairly to reflect the general value of the grain, unaffected by local conditions, and the difference in value, between the various grades of grain.

(b) Boards of trade the government of which provides for the making of a record of all transactions entered into by the board or the members thereof, either in cash grain or for future delivery, and which record shall at all times be open to the inspection of any representative of the United States government; and such record shall be in permanent form and shall show the parties to all such contracts, any assignments or transfers of such contract, the parties to and terms of such assignments, and the manner in which said contract is fulfilled, discharged, or terminated.

(c) Boards of trade the government of which provides the dissemination of accurate and truthful market and crop information, and

which prevents the dissemination, by the board or any member thereof, of false, misleading or inaccurate information concerning market information or conditions that affect or tend to affect the price of commodities.

(d) Boards of trade the government of which provides for the prevention of the manipulation of prices by the dealers or operators upon such board.

Private Wires Prohibited.—(e) No board of trade shall be eligible to designation as a "Contract Market" if such board of trade or any member thereof operates or controls a privately owned or leased telegraph or telephone line connected with any city, town, or community other than another contract market.

That any board of trade desiring to be designated a "Contract Market" shall make application to the Sec'y of Agriculture for such designation and accompany the same with a showing that it complies with the above conditions and with a sufficient undertaking that it will continue to comply with the above requirements. The Sec'y of Agriculture is authorized to revoke the designation of any board of trade as a "Contract Market" upon a showing that such board of trade has failed or is failing to comply with the above requirements or is not enforcing its rules of government made a condition of its designation. Such revocation shall only be after a notice to the officers of the board of trade affected and upon a hearing.

That the tax provided for herein shall be paid by the seller, and such tax shall be collected either by the affixing of stamps or by such other method as may have been prescribed by the Sec'y of the Treasury by regulations.

That the regulations of the Sec'y of the Treasury for the collection of the tax shall be published at such times and in such manner as shall be determined by him.

That any person who shall fail to evidence any such contract by a memorandum in writing, or to keep the record, or who shall fail to pay the tax, as provided, shall pay, in addition to the tax, a penalty equal to 50 per centum of the tax levied against him under this act and shall be guilty of a misdemeanor and, upon conviction thereof, be fined not more than \$10,000 or imprisoned for not more than one year, or both, together with the costs of prosecution; and any contract or sale for future delivery upon which the tax shall not have been paid as provided herein shall be unenforceable in any court of the United States or of any state or territory.

That if any provision of this act or the application of such provision to certain circumstances be held unconstitutional, the remainder of the act and the application of such provision to circumstances other than those as to which it is held unconstitutional shall not be affected thereby.

This act shall take effect and be in force after six months from its passage.

\$10,000 Prizes for Chicago Grain Show.

The International Grain & Hay Show to be held at Chicago, Ill., again this year is expected to be bigger and better than ever.

To encourage the exhibition of the choicest products the Chicago Board of Trade on April 16 announced that it would again this year offer prizes valued at \$10,000.



Henry E. Wack, Baltimore, Md., Deceased.

High Freight Rates Isolate American Markets.

Speaking before a recent meeting of wholesalers of groceries and other food products in Chicago O. J. Moore of Sioux City, Ia., said:

Extortionate freight rates are drying up commerce in the United States. They are to a large extent responsible for the business depression.

In terms of freight rates New Zealand's apples are nearer San Francisco than are those of Colorado; her meats are closer to London than are the steers of western Kansas to St. Louis or Kansas City.

Belgium's glass is nearer New York than glass from Zanesville, O. The railway charges from Denver to Chicago would send New Zealand's products twice around the world, for one goes by rail and the other by water. Present freight rate increases in this country moved the interior cities, farms, forests and the mines 600 miles back from seaboard and market.

Hoover Calls Present Rates a Peril to Grain Trade.

In an address delivered before the conference of the American Farm Bureau Federation at Washington, D. C., Herbert Hoover, sec'y of Commerce, on April 15 said:

Unless we can look forward to some drop in rates we shall rewrite the whole industrial geography of the United States.

The present rate on a bushel of grain from points in Missouri to New York is 30 cents, as against 10 cents for grain from Argentina to New York. A continuation of this condition will change the granary base from the central states to foreign shores.

We cannot have the United States dependent on overseas for its food supply. It is of primary importance for the nation to look after the protection of the agricultural interests and see that they develop along with agricultural growth.

America should take a lesson from Europe, where the conversion of agricultural states into industrial centers because of the war is in some instances imperiling their national defense.

LIVERPOOL began trading in grain for future delivery on Monday, April 18. The earliest future in which trading is being allowed is the "October."

Henry E. Wack Found With Throat Cut.

At noon Tuesday, Apr. 12, the firm of Henry E. Wack & Co., at Baltimore, Md., received a cable from Havana, Cuba, stating that Mr. Wack had been found dead with his throat cut. The body was discovered in the bathroom of the Hotel Savilla.

On a table in his room were several open letters addressed to "George" written on telegram blanks and referring to financial troubles, evidently intended for J. George Oehrl, of his firm. At midnight the preceding day the firm received a cable "Leave Tuesday; have cash." In his effects were found a ticket for Baltimore by way of Key West and a package containing \$3,900.

He had gone to Havana to settle a contract involving corn valued at \$175,000 that the buyer wished to cancel, as it showed a loss of \$25,000. Financial conditions in Cuba are very bad, cancellations of other contracts were to be expected and worry over the out-Wm. R. Price, sec'y of the firm, insists that he was murdered. He was of cheerful disposition and never given to brooding.

He is survived by his wife and three daughters. A portrait of Mr. Wack taken at Minneapolis last October with the other directors of the Grain Dealers National Ass'n is reproduced herewith.

Would License and Regulate Public Exchanges in Illinois.

A bill, S.B. 283 introduced into the Illinois Legislature by Senator Lantz would define, license and regulate all public exchanges operating in Illinois. The author of the bill, Senator Lantz, is a farmer from Woodford County and is chairman of the Senate Com'te on Agriculture. The bill, which will come up for discussion at Springfield, Ill., on Wednesday, April 27, follows:

Sec. 1. Be it enacted by the People of the State of Illinois, represented in the General Assembly: Every association of persons, whether incorporated or unincorporated, comprised of brokers, commission merchants or traders engaged in buying, selling, dealing or in exchanging grain, for themselves or for others, which, for the transaction of business between its members, maintains or operates a regular place or trading room, is declared to be a public exchange. The place where such business is carried on is declared to be a public market.

Sec. 2. No public exchange shall be conducted or operated in this state without first having obtained a license from the department of agriculture.

Sec. 3. Applications for licenses to conduct or operate a public exchange shall be made to the department of agriculture and shall state the name of the public exchange, the location of its public market (giving street and number), and such other facts as may be required by the department of agriculture to enable it to perform the duties imposed upon it by this Act.

Sec. 4. Before any license to conduct and operate a public exchange is issued by the department of agriculture, the applicant shall file with such department a bond to the people of the State of Illinois in the penal sum of ten thousand dollars, with sureties to be approved by the department of agriculture, conditioned for the faithful performance of its duties as a public exchange and for the faithful compliance with all laws of this State relative to public exchanges. Such bond shall be renewed annually.

Sec. 5. Upon the approval of such application and bond, the department of agriculture shall issue a license to the applicant to conduct and operate a public exchange at the location stated in such application.

Sec. 6. Each public exchange shall:

- (1) Maintain a public market;
- (2) Establish and maintain reasonable rules, regulations and by-laws for the admission of persons to the public exchange for the purpose of trading, the government of the public exchange and the conduct of business therein, and file copies of all such rules, regulations and by-laws, and all amendments thereto, with the department of agriculture;
- (3) Admit, without discrimination, all persons conforming to its reasonable rules, regulations and by-laws to all the rights and privileges of a trader;
- (4) Afford equal and uniform facilities to all persons entitled to avail themselves of the privileges of the public exchange;
- (5) Maintain open and free competition in the purchase and sale of articles and commodities bought, sold, dealt in or exchanged on such public exchange;
- (6) Keep such records, books and accounts as may be required by the department of agriculture faithfully and fully to disclose the transactions, business and contracts made and entered into on such public exchange.

Sec. 7. Any rule, resolution, by-law, custom, usage or practice of a public exchange is declared to be unlawful, unjust, illegal, unreasonable or discriminatory which:

- (1) Limits, or tends to limit, suppresses, or tends to suppress, destroys, or tends to destroy free and open competition between traders dealing on such public exchange;
- (2) Creates, or tends to create, a monopoly or "corner";
- (3) Restrains, or tends to restrain, trade;
- (4) Gives any person entitled to trade in such public exchange, rights and privileges not accorded to or enjoyed by all other traders;
- (5) Denies to traders equal and uniform facilities of such public exchange;
- (6) Discriminates between traders, producers or shippers.

Sec. 8. No person shall engage in buying, selling, dealing in, or exchanging articles or commodities in a public exchange without first having obtained a license from the department of agriculture.

Sec. 9. Applications for license to trade on a public exchange shall be made to the department of agriculture and shall state the name of the applicant, or, if the applicant is a partnership, the names and addresses of all the partners, or if the applicant is the employee or agent of some other person, he shall state the name of such other person, giving, in the case of the partnership, the names of all the partners for whom he is the employee or agent, the location of his office (giving street and number) and such other facts as may be required of the department of agriculture to enable it to perform the duties imposed by this Act. Upon

the approval of such application the department of agriculture shall issue a license to the applicant to trade on such public exchange in the character or capacity stated in his application.

Sec. 10. The license of any trader to trade on a public exchange may, after notice and hearing, be suspended or revoked when such person shall:

(1) Violate any of the reasonable rules, regulations, by-laws or orders of such public exchange;

(2) Fraudulently, with intent to injure, damage or destroy the business of any other trader, refuse to trade with such trader;

(3) Conspire or agree with any other person, whether a trader or non-trader, to injure, damage or destroy the business of any person admitted to trade on such public exchange.

Sec. 11. The department of agriculture shall charge and collect the following fees:

For issuing a license to conduct and operate a public exchange, two hundred and fifty dollars;

For issuing a license to any person to trade on a public exchange, fifty dollars.

Sec. 12. All public exchanges shall be subject to the visitation, inspection and examination of the department of agriculture.

Sec. 13. The department of agriculture shall make and promulgate such rules and regulations as it may deem necessary effectually to enforce the provisions of this Act. It shall, in the enforcement of the provisions of this Act, have power to compel by subpoena, the appearance and attendance of witnesses for the purpose of examination and the production of books, records, memoranda, accounts and documents.

Any person who shall be served with a subpoena to appear and testify, or to produce books, papers, accounts, memoranda or documents, issued by the department of agriculture, in the course of an inquiry, investigation or hearing, conducted under any of the provisions of this Act, and who shall refuse or neglect to appear, or to testify, or to produce books, papers, accounts, memoranda or documents relative to such inquiry, investigation or hearing as commanded in such subpoena, shall be guilty of misdemeanor.

Any circuit court of this State, or any judge thereof, either in term time or vacation, upon application of the department of agriculture, may compel the attendance of witnesses, the production of books, papers, accounts, memoranda and documents and the giving of testimony before the department of agriculture by an attachment for contempt or otherwise, in the same manner as the production of evidence may be compelled before a court of record.

Sec. 14. Whenever the department of agriculture shall find after notice and hearing, that any rule, regulation, by-law, order or practice of any public exchange is illegal, unjust, unreasonable, unauthorized, discriminatory or preferential, it shall order such public exchange to rescind or amend such rule, regulation, by-law or order or to cease and desist from such practice. If such order of the department of agriculture is not complied with within the time fixed therein, the department of agriculture shall apply to a court of competent jurisdiction for an injunction restraining and enjoining such public exchange from enforcing such by-laws, rules, regulations or order from further continuing such illegal, unauthorized, discriminatory or preferential practice or for such other relief as may be necessary fully to carry out the purposes of this Act.

Sec. 15. The department of agriculture shall have power to institute and prosecute all actions and suits, both at law and in equity, necessary, convenient or proper to carry out the provisions of this Act and to compel a public exchange to conform with the provisions hereof.

Sec. 16. Each public exchange shall make reports to the department of agriculture as often as it shall be required so to do by such department. Such reports shall be in such form and shall contain such data as shall be required by the department of agriculture. Such reports shall be public documents.

Sec. 17. The director of agriculture, and all officers, employees and agents of the department of agriculture duly authorized thereto by the director, shall at all reasonable hours, have free access to all rooms and places where trading is conducted in a public exchange. All books, records, documents, accounts and memoranda kept by a public exchange shall be open to the inspection and examination of the department of agriculture.

Sec. 18. Any person violating any of the provisions of this Act shall be guilty of a misdemeanor, and, on conviction thereof, shall be fined in any sum not exceeding twenty-five thousand dollars, or be imprisoned in the county jail not exceeding one year, or be punished by both such fine and imprisonment in the discretion of the court.

Sec. 19. No person shall be excused from testifying, or from producing any books, documents, letters, accounts, memoranda or papers in any investigation or inquiry or upon any hearing conducted by the department of agriculture, or in any action or suit, civil or criminal, upon the ground that the testimony or evidence, documentary or otherwise, may tend to incriminate him or subject him to a penalty or forfeiture. But no person shall be prose-

cuted or subjected to any penalty, forfeiture or punishment for or on account of any transaction, matter or thing concerning which he may testify or produce evidence, documentary or otherwise, before the department of agriculture or before a court.

Sec. 20. The word "person" as used in this Act shall include natural persons, partnerships, firms, joint stock companies and corporations. The word "grain," as used in this Act, shall mean wheat, corn, oats, rye, barley, flaxseed, and like cereals.

Sec. 21. If any part of this Act shall be adjudged by any court of competent jurisdiction to be invalid or unconstitutional, such judgment shall not affect, impair, invalidate or nullify the remainder of this Act, but the effect thereof shall be confined to the clause, sentence, paragraph or part thereof immediately involved in the controversy in which such judgment or decree shall be rendered.

Illinois Bill Against Short Selling.

A bill, S. B. No. 284, to make short selling unlawful, is now before the agriculture com'te of the Illinois Legislature, as follows:

A bill for an act to regulate sales of grain for future delivery.

Sec. 1. Be it enacted by the people of the State of Illinois, represented in the General Assembly: No contract for the buying or selling of any grain for future delivery shall be made, unless the person selling such grain—

(1) Is the owner, or the duly authorized agent of the owner, of the actual physical property so offered for sale or contracted to be sold; or

(2) Is the owner, or the duly authorized agent of the owner, of grain which, at the time such grain is offered for sale or contracted to be sold, is in actual course of growth and is potentially in existence; or

(3) Is under contract to acquire possession, or is in the assignee of a person under contract to acquire possession, at a future time, of the grain offered for sale or contracted to be sold under the terms of a contract for the sale and future delivery thereof previously made with the owner, or the agent of the owner, of such grain; and,

(4) Has the bona fide intention to deliver to the purchaser the grain so offered for sale or contracted to be sold.

Sec. 2. No contract for the buying or selling of any grain for future delivery shall be made unless the buyer thereof has the bona fide intention to receive and pay for the grain so contracted to be purchased.

Sec. 3. Any person violating the provisions of this Act shall be guilty of a misdemeanor, and upon conviction shall be fined in any sum not less than five hundred dollars nor more than one thousand dollars, or to be punished by imprisonment in the county jail not more than one year, or to be punished by both such fine and imprisonment, in the discretion of the court. If a corporation shall be guilty of a violation hereof, in addition to such fine, its charter shall be subject to forfeiture at the suit of the attorney general.

Sec. 4. All contracts made in violation of the provisions of this Act shall be void.

Sec. 5. Nothing in this Act shall be construed to prevent the settlement, by novation, set-off or by any means customary in the grain trade, of contracts for the buying and selling of grain which were lawfully entered into under the provisions of this Act.

Sec. 6. The word "grain" as used in this Act, shall include wheat, corn, oats, rye and barley. The word "sale" shall include sales, agreements of sale, options for sale or purchase.

Sec. 7. This Act shall be in force and effect from and after the first day of July, A. D. 1922.

FRANCE'S April crop reports say that the growing wheat, rye and barley is in good condition.

A BILL introduced into the House by Rep. Young of North Dakota would attach agricultural experts to the American consular representatives in foreign countries to study foreign agricultural methods.

National Ass'n Defendant in Lawsuit.

The Paddock-Hodge Co., of Toledo, O., one of the best known grain companies in the country, has brot suit against the Grain Dealers National Ass'n and twenty of the leading grain firms who are members, to restrain the ass'n from enforcing compulsory arbitration.

The common pleas court on Apr. 11 granted the Paddock-Hodge Co. a temporary restraining order.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

ARIZONA

Tucson, Ariz.—We have just finished a 50x200 ft. grain warehouse. The Prima Hay & Grain Co., a new firm, is operating at our old place.—Ronstadt Grain Co.

CALIFORNIA

Los Angeles, Cal.—The Southern California Grain & Bean Ass'n adopted a resolution at a recent meeting here, protesting against the proposed erection of a public elvtr. and warehouse at San Francisco.

San Francisco, Cal.—DuPont Carlton & Co. are a new rice firm here. Chas. Carlton and Paul DuPont are members. Mr. Carlton has been rough rice buyer for the Pacific Rice Mills, which the new company has leased, for 3 years.

Chowchilla, Cal.—Our elvtr. burned down a couple of years ago, slick and clean and we did not rebuild it. S. N. Browning, formerly with Colley & Browning, built the above elvtr. in 1916. It was the first public elvtr. in California.

Patterson, Cal.—We have started our elvtr. which will have a capacity of 30,000 bus. and will consist of 3 interlocking concrete tanks equipped with cleaners, scales and other up-to-date machinery. In excavating for the pit, we struck an oil pipe line but that is being removed. We will be ready for the new crop June 1. Ralph Zacharias is local representative on the elvtr. corporation directorate.—California Farm Buro Elvtr. Corporation.

CANADA

Inwood, Ont.—The United Elvtr. Co. has bot the elvtr. of A. W. Littleproud.—B.

Bethany, Man.—The Bethany Farmers' Co., Ltd., has been incorporated for \$20,000.

Montreal, Que.—La Cie Quintal & Lynch, contemplate building an elvtr. and warehouse.—B.

Vancouver, B. C.—S. Saskin & Co., Ltd., incorporated for \$1,000,000 to deal in grain & cereals.—B.

Vancouver, B. C.—The Imperial Grain & Rice Milling Co., will build a large milling and storage plant here.

Handel, Sask.—The elvtr. of the Alberta Pacific Grain Co. was recently damaged by fire. The loss is covered by insurance.

Brantford, Ont.—The Dominion Flour Mills Co., Ltd., has let contract for a 25,000-bu. reinforced concrete elvtr. here.—B.

Portage La Prairie, Man.—Thos. H. Metcalfe, former mgr. for the Farmers Elvtr. Co., Ltd., and pres. of the Metcalfe Co., Ltd., is dead.

Calgary, Alta.—The Calgary Grain Exchange is now operating on the daylight saving plan conforming to Chicago and Winnipeg hours.

Bridgeport, B. C.—The Easterbrook Milling Co., Ltd., is building an elvtr. addition to its plant and a feed warehouse of 600 tons capacity.

Winnipeg, Man.—The G. R. Wilson Co. and the Merchants Grain Co. of Fort William have been consolidated and will have headquarters in this city.

Kincaid, Sask.—The elvtr. of the State Elvtr. Co. burned recently with a loss on the building of \$9,750 and \$5,271 on contents. It was, however, fully insured.

Fort William, Ont.—The Mutual Elvtr. Co. has moved into the offices formerly occupied by the Merchants Grain Co. on the fourth floor of the Grain Exchange.

Eburne, B. C.—James Innes, formerly in the grain and milling business at Hartney, Man., and later with the Leitch Bros. at Oak Lake, Man., is now doing a brokerage business in flour and grain here.

Fort William, Ont.—The Merchants Grain Co. and the G. R. Wilson Co. of Winnipeg have consolidated. Headquarters will be at Winnipeg and Harold Rogers, formerly in charge of the office in the Grain Exchange here, will go to the main office. The local office has been transferred to the elvtr. where R. E. Snelgrove will be in charge.

COLORADO

Sterling, Colo.—Carl S. Eller and myself are members of the Export Grain Co.—H. W. Eilers.

Townner, Colo.—We have leased a site here and will build an elvtr. as soon as we can get to it.—J. D. Infield, J. D. Infield Grain Co., Lamar.

Denver, Colo.—Ed Past of the Ed Past Grain Co. was expelled from membership in the Grain Exchange, Apr. 9, on action by the board of directors.

Holley, Colo.—The Holley Co-op. Equity Co. recently bot the new 14,000-bu. ironclad elvtr. of the Scott George Grain Co. which was completed last January.

Sheridan Lake, Colo.—We have just completed an up to date elvtr. here. The Star Engineering Co. had the contract.—J. D. Infield, J. D. Infield Grain Co., Lamar.

Granada, Colo.—I do not believe any elvtr. will be built here before fall, if then.—E. F. Page. (It was reported that the Granada Co-op. Equity Co. would build on the A. T. & St. Fe, this spring.)

Eads, Colo.—Work has been started by the Star Engineering Co. on our 15,000-bu. elvtr. here. It will be used for the handling of small grain and ear corn.—J. D. Infield, J. D. Infield Grain Co., Lamar.

Denver, Colo.—The Gilmore & Livingston Grain Co. has been admitted to membership in the Grain Exchange. The company has an office in the Cooper Building and both Mr. Gilmore and Mr. Livingston were formerly connected with the Elder Grain Co. of this city.—C. B. Rader, sec'y Grain Exchange.

Denver, Colo.—We have converted a part of the old Capitol Brewery, which we bot last fall into an elvtr. and are still working. We now have 2 legs, 3,500 bus. capacity each, one 4,000 bus. per hour Invincible Separator, an 850 bu. per hour dual cleaner, Fairbanks Hopper Scale, 75,000 lbs., and a Richardson Automatic Sacking Scale.—T. D. Phelps Grain Co.

ILLINOIS

Argo, Ill.—The plant of the Corn Products Co. is again in operation and is buying grain.

Ogden, Ill.—John Fisher has succeeded Chas. M. Skinner as mgr. for the Farmers Elvtr. Co.

Chatham, Ill.—The Chatham Elvtr. Co. has increased its capital stock from \$7,500 to \$30,000.

Holcomb, Ill.—We are back home after spending the winter at Tujunga, Cal.—Holmes Hagaman.

Rosemond, Ill.—The Rosemond Farmers Co-op. Ass'n has increased its capital stock to \$30,000.

East St. Louis, Ill.—The Terminal Elvtr. Co. has been incorporated with a capital stock of \$10,000.

Carlock, Ill.—Wm. Ernst is now mgr. for the Carlock Farmers' Elvtr. Co., succeeding Emery Carlock.

Nilwood, Ill.—Farmers have organized a company and bot the elvtr. of the Nilwood Grain Co., Wm. Alford, prop.

Girard, Ill.—The Girard Grain Co. incorporated for \$15,000 by H. V. Stutsman, L. C. Graham and Clarence Cherry.

Findlay, Ill.—Walter Bradley, of Springfield, has succeeded Otto E. Stumpf as ass't mgr. for the Findlay Grain & Coal Co.

McLean, Ill.—We are not expecting to put in a drier at once but may a little later.—Farmers' Co-op Grain & Stock Co.

Lincoln, Ill.—The office of the Conover Grain Co. here has been closed and business will be handled thru the Springfield office.

Healey (Chatsworth p. o.), Ill.—The Healey Grain Co., which has been in financial difficulties has decided to make another effort to get on its feet.

Earlville, Ill.—The Earlville Farmers Co-op. Elvtr. Co. will install a car puller.

Rapatee, Ill.—The Rapatee Co-op. Farmers Ass'n, John Stewart, mgr., has succeeded G. P. Dickman.

Melwood (Metcalf p. o.), Ill.—Harry Brock-Jones is now mgr. for the recently reorganized Metcalf Farmers' Elvtr. Co. at this station.

Metcalf, Ill.—O. J. Linebarger, vice-pres. of the old Farmers' Elvtr. Co., is now gen. mgr. for the practically new organization of the company.

Bondville, Ill.—The elvtr. of M. A. Kirk will be ready to receive grain in a few days. It is thoroly up-to-date and equipped with all modern conveniences.

Mayview, Ill.—E. C. Saddorris is building a new office and warehouse at is elvtr. The old office has been moved across the street and is now used as a garage.

Bunker Hill, Ill.—Fred Brinkerman succeeded me as mgr. for the Farmers' Co-op. Co. I am not in the grain business at present.—Geo. L. Reader, Cherokee, Ia.

Roxbury, Ill.—Arthus R. Anglemier, of Compton, has succeeded Geo. Beals as mgr. for the Farmers Co-op. Grain Co. Mr. Beals is now located at Troy Grove.

Elmwood, Ill.—Work on the foundation of the new elvtr. for the Farmers' Elvtr. Co., has been started. The house will be built on the site of the old house, wrecked some time ago.

Creston, Ill.—M. McCray has bot the elvtr. of D. L. Mowbray and is now in possession. He was formerly at Earlville. I am not in the grain business now.—E. J. Drake, Byron, Ill. (Mr. Drake was formerly mgr. for Mowbray at Creston.)

Morton, Ill.—I have sold the elvtr. on the Vandalia and the elvtr. at Belsley, on the Ill. Traction, to the Turner Hudnut Co., of Peoria, and Jesse C. Moore, each taking a half interest. Mr. Moore will manage the business. I retain my Santa Fe Elvtr. and office building.—J. S. McDonald.

Green Valley, Ill.—I will succeed G. G. Waltermire as mgr. for the Farmers' Grain & Coal Co. I was formerly at Heyworth.—U. N. Hieronymus, Seymour. (It has been reported that I. O. Copes would be the new mgr. Mr. Waltermire was ill with pneumonia only a few days, dying Mar. 5.)

Heyworth, Ill.—A. V. S. Lloyd, sec'y of the Hasenwinkle Grain Co. for many years, has resigned to enter the public accountant business with E. J. Murphy. Mr. Lloyd has been in charge of the elvtr. of the company at Heyworth for some time. Ralph Hasenwinkle, is now pres. of the company. E. C. Hollis will follow Mr. Lloyd as mgr. here.

Macon, Ill.—We will reorganize our firm and incorporate it under the name of the Macon Grain Co. We have let contract for a 40,000-bu. frame elvtr. to the Decatur Construction Co. The site of the new elvtr. was staked off Apr. 21 and work was started 15 min. later on the excavation. With favorable weather the house should be finished July 1. The old plant was completely destroyed, not a splinter being left. When the shelled corn fell into the basement it was a seething furnace for 36 hours and was so hot it melted some of the machinery that fell from the top of the elvtr. The grain and feed were covered by insurance and we have received our check for same. The building was only partially covered but the policies are practically adjusted, only a small amount of less than \$200 remains unsettled by this date. The new house will be equipped with rolling screen and sheller, and have electric power, with a steam outfit held in reserve, ready for use on short notice. Will also have 35,000 bus. extra capacity storage for oats, and ear corn built later.—J. S. Guthridge, J. S. Guthridge & Co.

CHICAGO NOTES.

Harley McArdel, consignment mgr. for Updike Grain Co., fell and broke his arm and is off duty, as surgeons have been unable to set the fracture.

Thomson & McKinnon now have a private wire from their office at Miami, Fla., to Havana, Cuba. This is the first private wire ever established in Cuba.

Henry R. Emmerson, for many years connected with Henry Rang & Co., died at Pomona, Cal., recently at the age of 45. He had been in the grain business practically all of his life.

Leslie F. Gates, former pres. of the Board of Trade and one of its hardest working members, has been compelled to go to the Battle Creek Sanatorium, Battle Creek, Mich., for a long rest.

Henry A. Rumsey, of Rumsey & Co., was elected mayor of Lake Forest, Ill., Apr. 12, in a close fight. This is Mr. Rumsey's 3'd term and the battle waged until the last vote had been cast. Mayor Rumsey won by a majority of 96 votes, the "score" being 754 to 658. Only one on the "taxpayer's ticket" was elected, the Rumsey ticket sweeping the board.

Jackson Bros. & Co. will take over the business of the Taylor & Bournique Co. in this city and will retain Harry S. Klein, who has been the representative here for a number of years, in their service. H. E. Tweeden will return to the office at Milwaukee which will be the only one operated by the latter company. Jackson Bros. & Co. will move into the office formerly occupied by the Milwaukee company in the Postal Telegraph Building.

Jonathan C. Mitchell, one of the oldest members of the grain trade at this market died, April 9, after an illness of a few months. Altho 86 years old he was actively engaged in the business until last November when he was forced to retire. For many years he was associated with W. R. Mumford & Co., but for a number of years prior to his death, he conducted a grain shipping business in his own name. He is survived by his wife, 2 sons and 2 daughters.

INDIANA

Sullivan, Ind.—The Sullivan Elvtr. Co. has been organized with Frank McCoy as mgr.

Carlos, Ind.—The Farmers' Grain Co. has increased its capital stock from \$50,000 to \$80,000.

Larwill, Ind.—M. Hull has bot the elvtr. and feed mill of Geo. Ream and will install new machinery.

Center Point, Ind.—The Clay County Farmers' Co-op. Elvtr. Co. have succeeded L. T. Britt & Co. here.

Chalmers, Ind.—H. E. Randot of Catlin, Ill., has succeeded Frank Samuels as mgr. for the Chalmers Grain Co.

Radnor, Ind.—Wilbur H. Isenhour, who owns a local elvtr., was married recently to Miss Madge Logan of Sedalia.

Petersburg, Ind.—The Whitelock Milling Co., whose elvtr. burned Mar. 17, has started work on the foundations of a new house to replace it.

Clay City, Ind.—The Clay County Farmers' Co-op. Elvtr. Co. has succeeded Paul Kuhn & Co. here and not at Brazil, as recently reported.

Sec'y Chas. B. Riley, of the Indiana Grain Dealers' Ass'n, is again at his desk, much better for his two months' vacation in the sunny south.

Sulphur Springs, Ind.—J. H. Trimble, formerly mgr. for the Farmers' Grain & Supply Co., Windfall, is now our mgr.—Sulphur Springs Grain Co.

Acton, Ind.—The Farmers' Co-op. Co. has been incorporated for \$50,000 to operate a grain elvtr. by A. A. Fink, C. E. Larrison, A. J. Smock and others.

Hebron, Ind.—Hebron Co-op. Equity Union Exchange incorporated for \$60,000 by Thomas Turner, L. Kelly, W. W. Seigle and others, will sell grain, feed, etc.

Monticello, Ind.—C. W. Loughery, of the Loughery Bros. Milling & Grain Co., will succeed Frank P. Litschert as sec'y of the Indiana Public Service Commission.

Brazil, Ind.—The recently organized Farmers' Co-op Ass'n will build an elvtr. here as soon as a suitable site can be bot. The elvtr. reported sold at this station was located at Clay City.

Chase, Ind.—Wm. J. Lawson, prop. of a grain elvtr. here, shot himself in the head, Apr. 5, following a nervous breakdown. It is feared that he will not recover. He is 52 years old and has been in the grain business for years.

La Fayette, Ind.—We are closing up the corporation of the La Fayette Corn Mills in order to allow my brother, J. A. Lancaster, to retire from business, but I expect to continue the business under the same name but not as a corporation.—R. P. Lancaster.

Portland, Ind.—Jesse Peters, former mgr. for the Collett Equity Exchange at Collett, is the new mgr. of the Portland Equity Exchange, succeeding Henry Hutchens, who has been temporary mgr. since L. C. Neil resigned. (W. E. Rooker was reported as mgr. Mar. 25.)

Worthington, Ind.—Edw. E. Stein has been appointed temporary receiver for the Farmers' Associated Elvtr. Co., operating in this city and at Coal City, Clay City, Newberry, Freedom, Wheatland, Plummer, Lyons, Eel River, and Edwardsport. J. I. Hays, vice-pres. of the company, asked for the appointment of the receiver.

Valparaiso, Ind.—The Chatfield Grain Co., of Chatfield, O., is negotiating for the purchase of the plant of the Valparaiso Grain Elvtr. Co. in this city. The Chatfield company, which owns a number of flour mills in Indiana and Ohio, expects to remodel the building and obtain flour making machinery in the event that the deal is completed. It also would have a wholesale and retail department for the sale of flour, feed and seeds.—C.

Greenfield, Ind.—Richard Hagens, who owns a mill and elvtr. here, with A. N. Fischer and A. E. Hartley, has been made a defendant in a suit brot by Lawrence A. Orr, of Indianapolis, to recover \$2,500 in stock, \$2,500 in commissions and \$3,000 for his services, as a director of that company, or a total of \$8,000, which he alleges is due him from the defendants. Last June the plaintiff and the defendants are said to have organized a company to operate an elvtr. and mill here. Mr. Hagens was to turn over his plant for \$30,000 worth of stock, according to the alleged agreement and a commission of 10% was to be paid upon sales of stock, according to the plaintiff, who now says that the others have refused to complete the organization of the company after the sale of the stock has been started.

IOWA

Hawkeye, Ia.—H. O. Holly is mgr. for the Farmers Elvtr. Co.

Postoria, Ia.—John Dirksen has succeeded J. W. Strang as mgr. for the Farmers Elvtr. Co.

Hamburg, Ia.—Frank Mead, of Payne, has succeeded F. O. Spear as mgr. for the Farmers Elvtr. Co.

Pleasantville, Ia.—The Farmers Co-op. Exchange incorporated for \$75,000 by B. R. Long, T. G. Rees and others.

Chatsworth, Ia.—The elvtr. of the Hunting Grain Co. burned recently with a loss of \$20,000. The elvtr. will be rebuilt at once.

Aspinwall, Ia.—The lumber yard, owned by the Armour Grain Co., burned recently and is a total loss. Nothing but the safe and its contents was saved.

Rockwell City, Ia.—J. H. Lawrence, formerly mgr. of the Farmers' Elvtr. Co., mysteriously disappeared in Kansas City several weeks ago and has not been found.

Rose Hill, Ia.—John Kalenberg has bot the elvtr. of Chas. Victor, of Oskaloosa at this station, paying \$10,000. Mr. Kalenberg is now in possession. He was formerly located at Pella.

Exira, Ia.—Gund, Sien & Co., of Atlantic, have bot the elvtrs. of the Rothschild Grain Co. here and at Wiota, Hancock and Brayton. Herman Barnholdt, mgr for the old company here, will be retained by the new.

Charlotte, Ia.—Fred C. Dohrmann has bot the warehouse of T. Hanrahan and has installed a feed grinder. I have turned the feed and grain business over to him and shall only handle coal and field seeds after this.—H. Schumacher.

Sigourney, Ia.—The Bruns Seed Co.'s cribbed iron clad 20,000-bu. elvtr. and 10,000-bu. ear corn storage designed by C. E. Newell, has been completed. The plant is equipped with a Clipper Cleaner, a Barnard & Leas Seed Corn Grader, one electric motor, manlift and a truck dump. Designed and built by C. E. Newell.

Doris (Independence p. o.), Ia.—F. B. Maynard's 10,000-bu. elvtr. is rapidly approaching completion and will be ready to handle the new crop. The house will have a shingle roof and wood siding. C. E. Newell is supervising the construction.

Prairie City, Ia.—Our company is a new one and operates a new 40,000-bu. concrete elvtr., just completed. Equipment includes sheller, cleaner, automatic scale, Trapp Dump, and 2 legs.—F. G. Booher, mgr. Prairie City Farmers' Exchange Co.

Hartley, Ia.—The elvtr. of Chas. Pavik was damaged by fire Apr. 16. The flames were discovered shortly after a freight train had passed the elvtr. and it is thot that sparks were to blame. Altho the blaze had gained some headway when discovered it was extinguished with small loss.

Atlantic, Ia.—Gund, Sien & Co. have moved into the office formerly occupied by the Rothschild Grain Co. It has bot 4 of that company's elvtrs. and now operates 14 houses. C. F. Gund, of Blue Hill, Neb., August Sien, who has been in the grain business for 28 years, and Myron Shipman, compose the firm.

Nemaha, Ia.—The correct name of the company buying the elvtr. of the Nemaha Grain Co., is the Independent Farmers' Elvtr. Co. of Sac City. It is a stock company of farmers and business men of that place. The elvtr. is not connected with the Nemaha Farmers' Elvtr. Co., which is still managed by P. F. Brown.

Calamus, Ia.—The Farmers' Elvtr. Co.'s new 30,000-bu. reinforced concrete elvtr., consisting of 4 large cylindrical bins and 6 overhead bins, is in operation. It is equipped with a Howe dump scale and truck dump, Western Cleaner and Manlift and a Fairbanks Automatic Scale and two motors. C. E. Newell designed and built the plant.

Rogers (Central City p. o.), Ia.—Ed Kruse has bot the old elvtr. formerly operated by Chas. Sauer & Son, at Quasqueton. The railroad facilities there were suspended by Federal Court order in December, 1915, and the elvtr. has not been in operation. Mr. Kruse has let contract to the Economy Building Co. to raze and rebuild it here on the I. C. R. R.

Clearfield, Ia.—The Farmers' Elvtr. Co.'s 20,000-bu. square concrete elvtr. will be ready to handle the new crop. It will contain 10 bins and be equipped with 2 legs, 3 distributing spouts, 1 U. S. Sheller and 1 Cleaner, Manlift and truck dump, one 10 h. p. and one 15 h. p. motor will supply the power. The house was designed and is being built by C. E. Newell. The 12x24 concrete office has a large public office and one private office. The company has increased its capital stock from \$25,000 to \$60,000.

Walcott, Ia.—Harry M. Wilson for 5 years an employe in the elvtr. of the Farmers' Elvtr. Co., was instantly killed, Apr. 7, while oiling the machinery without shutting off the power. The coroner's jury rendered the following verdict: Harry M. Wilson came to his death by accident, his sleeve catching on a set screw which holds up the collar to the shaft, while screwing down a grease cup at about 10 a. m., Apr. 7. Death was caused by a broken neck. Both arms were broken, his face, side and chest bruised and his clothing torn from his body.

State Center, Ia.—While I was working in plain view of my office, I left the safe door standing wide open. Two young fellows in a car drove up to the office and while the driver watched me, the other one jimmied the 3 inside drawers of the safe and took about \$3.00 work of nickels and dimes. He didn't take any checks or notes, working too fast. He also overlooked a pocket book full of silver behind the books in the safe. Think they were looking for gasoline money, as they can steal cars and tires, but it takes cash to buy the gas. We have found no trace of them.—H. W. Patton, mgr. J. L. Patton & Sons.

KANSAS

Lucas, Kan.—H. W. Dinsmore, mgr. for the Farmers Co-op. Merc. Co., has resigned.

Ellis, Kan.—The H. D. Lee Flour Mills Co. is installing a Globe Dump and a Howe Scale.

Wichita, Kan.—J. A. Woodside has been admitted to membership in the Board of Trade.

Elkhart, Kan.—Scoopors are active at this station.—Farmers Grain & Feed Co., per S. L. Gamble.

Garfield, Kan.—We are installing a Globe Dump and Fairbanks Scale.—Farmers' Co-op. Business Ass'n.

Arkansas City, Kan.—The new 500,000-bu. concrete elvtr. of the New Era Milling Co. has been completed.

Leoti, Kan.—We are figuring on installing a gas engine and a truck dump some time before fall.—Tubb & Schuerman.

Codell, Kan.—The Robinson Grain Co. is installing a 10-ton Howe Truck Scale and a truck dump will be installed later.

Syracuse, Kan.—We have just completed the installation of a Trapp Dump.—O. P. Reeve, mgr. Syracuse Mill & Elvtr. Co.

Luray, Kan.—Geo. L. White is mgr. for the Luray Grain Co. which is operating a 15,000-bu. hollow tile elvtr. completed last fall.

Mulvane, Kan.—The Farmers' Co-op. Elvtr. Co. has been organized with a capital stock of \$25,000 and will buy one of the 2 elvtrs. here.

Topeka, Kan.—Members of the Grain Exchange and their families enjoyed a turkey dinner and incidentally a most pleasant evening, Apr. 18.

Tribune, Kan.—We have leased a site here and will build an elvtr. as soon as we can get to it.—J. D. Infield, J. D. Infield Grain Co., Lamar, Colo.

Halford, Kan.—Mail addressed to the Ellsworth Mill & Elvtr. Co. reported to be building an elvtr. some time ago is returned marked "unknown."

Quinter, Kan.—We shall install a 25 h. p. Fairbanks engine, and a car loader. Will also add implements as a side line.—Farmers' Co-op. Elvtr. Co.

Ogallah, Kan.—The Trego County Co-op. Ass'n of Wakeena, has bot the elvtr. of the Farmers' Elvtr. Co., which was operated as the Ogallah Elvtr. Co.

Gypsum, Kan.—We are not going out of business altho we are selling one of our elvtrs. We have two here.—W. E. Pickenpaugh, mgr. Farmers Elvtr. Co.

Noble, Kan.—F. R. Albright, mgr. of the elvtr. of the Larabee Flour Mills Corporation, has been transferred to the company's elvtr. at Corbin. He will leave here May 5.

Salina, Kan.—The Western Star Milling Co. is building a 32,000-bu. concrete elvtr. and a 19x39x66 ft. mill building. The Jones-Hettelsater Construction Co. has the contract.

Centralia, Kan.—Henry Meyer, of Tripp & Meyer, was recently fatally shot by his former partner, L. Karnowski. He died Apr. 4. Mr. Tripp bot Karnowski's interest in May, 1919.

Assaria, Kan.—I am still mgr. for the Farmers' Elvtr. Co. Just holding on until a new man is secured. I expect to go into something else, probably life insurance.—John E. Hughes.

Belpre, Kan.—I will not build any elvtrs. any where. Am now mgr. for the Belpre Co-op. Mill & Elvtr. Co. here.—Tom Brown, formerly connected with the Taylor Grain Co. at Dodge City.

Wichita, Kan.—We have succeeded the Blood-Pickerill Grain Co. and that company has been dissolved. J. K. Pickerill is now operating as the J. K. Pickerill Grain Co.—I. H. Blood, I. H. Blood Grain Co.

Rexford, Kan.—Fred Mosher has let contract to the Federal Engineering Co. for the remodeling of his elvtr. He will install a new 10 h. p. Fairbanks Engine and increase the capacity of the house by 8,000 bus.

Plainville, Kan.—The Glotzbach Grain Co. will let contract for a 25,000 bu. elvtr. to be of tile or wood construction covered with iron. The house will be modern in every way and will be operated by electricity.

Ellsworth, Kan.—We are considering adding to the storage capacity of our plant here some time but not in the near future and we will not make any addition to our plant in Salina at all.—H. S. Lee Flour Mills Co., Salina. (Improvements were reported to be made at Salina.)

Belle Plaine, Kan.—Do not think the elvtr. of the J. G. Sicehoff estate will take any more grain. It is not in condition to do so. The Consumers Mill & Elvtr. Co. has not bot any grain to speak of since last September.—E. V. Osman.

Florence, Kan.—The Associated Mill & Elvtr. Co. has a man here selling stock to erect an elvtr. and it looks as tho he would put it over. B. Aves is the owner of our company and I am mgr.—W. S. Davis, Florence Grain & Coal Co.

Lyons, Kan.—Lon R. Prose, for the last 3 years mgr. for the Farmers' Co-op. Union here, has resigned and will operate an elvtr. on his own account at Cunningham after May 15, when J. A. Falen, mgr. of the Zenith L. S. & Merc. Co., Zenith, will succeed him.

Corbin, Kan.—The new 20,000-bu. elvtr. of the Larabee Flour Mills Corporation, replacing the house burned in April, 1920, will be completed by July 1. It is of frame construction. F. R. Albright, now mgr. for the company at Noble, will be mgr. here after May 5.

Wakeeney, Kan.—The Hardman Lbr. Co. has nearly completed its new lumber sheds and office, replacing those burned in September. The company's concrete elvtr. tho surrounded by fire was not damaged in any way. The new office is of concrete and tile and Howe Scales have been installed.

Cunningham, Kan.—Lon R. Prose, who has been mgr. for the Farmers' Co-op. Union at Lyons for the past 3 years, and A. G. McReynolds, mgr. of the Farmers' Co-op. Commission Co. of Hutchinson, have bot the elvtr. of the Farmers' Grain & Elvtr. Co. from the bank which recently took it over. Mr. Prose will be mgr. after May 15.

Dodge City, Kan.—The report that I was to build elvtrs. in western Kansas was incorrect. I made some inquiries for a friend of mine but not for myself. I was formerly connected with the Taylor Grain Co. here, but as the office of the company has been closed I am now mgr. for the Belpre Co-op. Mill & Elvtr. Co. at Belpre.—Tom Brown.

Sabetha, Kan.—I have bot the elvtr. here and leased the elvtr. at Price. The elvtr. here will be entirely rebuilt with new machinery and scales. I will handle grain, feed and coal here but will handle only grain at Price, where I will begin operation May 1. I will also open a brokerage office here in connection with the elvtr. business.—A. D. Robinson. (The elvtrs. in question were owned by W. E. Thompson.)

Harper, Kan.—Our company was organized at Enid, Okla., Jan. 20, 1921. At that time we had not decided on a location but purchased our elvtr. here Feb. 15, taking possession Mar. 1. We do a grain commission business to a small extent but elvtr. buying is our large business. We also wholesale flour and feed here and in nearby towns. We contemplate carrying a line of coal within the next few weeks.—Pratt-Leslie Grain Co.

KENTUCKY

Nicholasville, Ky.—The plant of the Starr Milling Co. burned recently with a loss of \$50,000. The blaze is believed to have been due to defective wiring. A large amount of corn and 700 bbls. of flour were destroyed. The plant belonged to John R. Williams and was partially insured.

LOUISVILLE LETTER.

The Louisville Hay & Grain Co. has let contract for a warehouse.

R. D. Riedling has taken over the business of Arnold Borden & Co. The latter firm is out of business, having dissolved its corporation.

W. B. Weatherford was recently arrested for the alleged theft of motors from the Ballard & Ballard Co., by whom he was employed. He is said to have admitted that he had sold 2 motors and was trying to dispose of one when apprehended. Another one was found in a shed at his home.

MICHIGAN

Fowler, Mich.—Wm. Coverdale is now mgr. for the Fowler Co-op. Elvtr. Co.

Bancroft, Mich.—The Bancroft Milling & Elvtr. Co. has succeeded the Bancroft Elvtr. Co.

Colon, Mich.—We will build a 12,000-bu. reinforced concrete elvtr. 20x28 ft. and a 28x60 ft. warehouse with full basement equipped with up-to-date machinery, electrically driven.—Chas. B. Young, sec'y Colon Elvtr. Ass'n.

St. Louis, Mich.—The Farmers Co-op. Elvtr. Co. has been organized with C. Hall as sec'y-treas.

Detroit, Mich.—The office of E. L. Wellman, of Grand Rapids, in this city has been closed.—C. L. S.

Nashville, Mich.—R. B. Hayes Tieche has succeeded L. D. Kaechele as mgr. for the Nashville Co-op. Elvtr. Co.

Hudsonville, Mich.—John Krol, with the Farmers' Co-op. Elvtr. Co. here, was married recently to Miss Elizabeth Veltma.

Shaftsbury, Mich.—The only elvtr. here is operated as a partnership under the name of the Shaftsbury Elvtr. Co.—James Shaft, mgr.

Hastings, Mich.—Work has now started on our new elvtr., warehouse and office.—A. N. Williams, sec'y Hastings Co-op. Elvtr. Ass'n.

Caledonia, Mich.—L. D. Kaechele has succeeded Wm. Coverdale mgr. for the Farmers Co-op. Elvtr. Co. here. He was formerly mgr. for the Nashville Co-op. Elvtr. Co. at Nashville.

Coleman, Mich.—Farm Buro Elvtr. Ass'ns are being formed here and at Sanford. They expect to be operating before the new crops move.—J. B. McMurtry, mgr. Midland Co. Farm Buro, Midland.

Webberville, Mich.—I have contracted to buy the elvtr. of the Webberville Elvtr. Co., on condition that the company be dissolved as a corporation. It is now in the hands of a receiver. I will hold my offer open until May 1.—Chas. Cool.

Midland, Mich.—The Midland Farm Buro Elvtr. Ass'n recently voted to buy the elvtr. of the Farmers' Co-op. Ass'n. for \$20,000 and will take possession some time in June. Oscar Wallin is mgr. of the Farmers' Ass'n.—J. R. McMurtry, mgr. Midland Co. Farm Buro.

Berrien Center, Mich.—The elvtr. of Victor F. Wagar & Co., containing 2,000 bus. of wheat, together with the depot and cars of the Big 4 R. R. Co., burned recently. The loss on the elvtr. and contents has been placed at \$16,000 with \$12,000 insurance on the elvtr. and \$8,000 on the grain.

Fenwick, Mich.—The elvtr. of the Fenwick Elvtr. Co. and 3 loaded cars of wheat on sidetrack, burned Apr. 5. The loss is placed at \$20,000 and is fully covered by insurance. The house was owned by the E. L. Wellman Co. of Grand Rapids, Mich. It is thot that the fire was of incendiary origin.

Grand Rapids, Mich.—We have bot approximately 20 acres of land just outside of the city limits and will use it as a site for our new mill, elvtr. and warehouse. Plans have been prepared by the Baxter Engineering Co. and we expect to start work on the plant as soon as building conditions get back to somewhere near a normal basis.—Fred N. Rowe, sec'y Valley Milling Co.

MARYLAND

Baltimore, Md.—Ed D. Legg, E. L. Norton and W. C. House have been selected to membership in the Chamber of Commerce.

Baltimore, Md.—Following the death of Henry E. Wack, as reported elsewhere in the Journal, the firm of H. E. Wack & Co., Inc., will be liquidated.

Baltimore, Md.—E. Steen & Bro. were the highest bidders for a table at the auction sale held on the exchange floor, Apr. 11, and had first choice. Table No. 11, facing the grain quotation black boards, was taken by them. The bid was \$46 plus rental.

MINNESOTA

Wells, Minn.—The Farmers' Elvtr. Co. will increase its capital stock to \$60,000.

Atwater, Minn.—John Gagnon has succeeded H. J. Perre as mgr. for the Farmers' Elvtr. Co.

Eden Valley, Minn.—H. G. Humbert, of New Munich, has bot the elvtr. of the Osborne McMillan Co.

Almora, Minn.—I am now located at Detroit, Minn.—John Steinkoff, formerly mgr. for C. Steinkoff here.

Twig (Saginaw p. o.), Minn.—The recently organized Farmers' Elvtr. Co. has bot the elvtr of E. E. Bartlett.

Kensington, Minn.—The Four County Farmers' Mill Co-op. Ass'n incorporated for \$90,000 by H. Zander, Frank Kullander and G. A. Milges, to deal in grain feed, flour, etc.

"EXCEPTIONAL SERVICE"

Jones-Hettelsater Const. Co.
Designers and Builders of
GRAIN ELEVATORS and FLOUR MILLS
706 Mutual Bldg., Kansas City, Mo.

Louisburg, Minn.—The Farmers' Elvtr. Co. has reorganized its company and increased the capital stock to \$25,000.

Northfield, Minn.—Farmers' Co-op. Elvtr. Co. incorporated for \$50,000 by W. F. Schilling, Nels Parson, Geo. Fink, and others.

Ruskin, Minn.—The Ruskin Elvtr. Co. will increase its capital stock to \$50,000 and will operate on the co-op. plan in future.

Duluth, Minn.—A default judgment for \$18,151 against the Duluth-Canadian Grain Co. has been obtained by the National Bank of Duluth.

Carlos, Minn.—C. J. Landeen, agt. for the Woodworth Elvtr. Co., which is closing its elvtr. here, has been transferred to the house at Overly, N. D.

Benson, Minn.—The Benson Market Co. has bot the elvtr. of Geo. Welsh to replace their house which burned Sept. 15, 1920. The elvtr. has been thoroly overhauled and painted and is now in operation.

St. Cloud, Minn.—The elvtr. of the Great Northern Flour Mills Co. containing 25,000 bus. of grain burned at 9 p. m. Apr. 12, with a loss of \$75,000. The loss on the grain was fully covered by insurance and that on the elvtr. was 80% covered.

Porter, Minn.—The loss on my elvtr. burned Mar. 22 was \$14,000, partly covered by insurance. As the matter has not been entirely settled yet I do not know what I will do, but scarcely think I will build this year. I intend, however, to build as soon as I can.—F. J. Speight.

MINNEAPOLIS LETTER.

Frank Klein has been elected to membership in the Chamber of Commerce.

Mrs. Mary A. McCarthy, wife of Thomas G. McCarthy, sec'y of the McCarthy Bros. Co., died Apr. 9 at the age of 67. She is survived by her husband and 7 children.

C. E. Anderson, formerly of Wernli-Anderson Co., has opened a grain commission office in the Chamber of Commerce Building and is now operating on his own account.

The Russell Miller Milling Co. has bot the 22 elvtrs. and warehouse of the Montana & Dakota Grain Co. in northwestern Montana. The price is said to be close to \$250,000. Possession will be given May 1.

Our elvtr. at St. Cloud that burned Apr. 12 was fully insured and we will probably rebuild, putting up a smaller house and adding tank storage as needed. The old house had a capacity of 120,000 bus.—Great Northern Flour Mills Co.

The Wilkinson Bill which was to have put "teeth" in the recent anti-futures law, and which asked that the grain and warehouse com'te be appointed as slueths to search out and report violations of the law, was passed by the house but was amended to the extent of relieving the com's'n of the unpleasant duty imposed.

John E. Stair, a well-known member of the grain trade in this city and a member of the Chamber of Commerce for 20 years, died Mar. 13, after an illness of several months' duration. He was at one time a member of the firm of Stair, Christensen & Timmerman, but had been in business for himself for some time, operating as the J. E. Stair Co. His company went into the hands of a receiver very recently, and it is thot this may have hastened his death. Hart C. Putman has been appointed receiver of the company and its books are now being examined. Mr. Stair is survived by his wife, 3 sons and a daughter.

MISSOURI

Oak Grove, Mo.—The Farmers' Elvtr. & Merc. Co. incorporated for \$12,000.

Marysville, Mo.—J. R. Cook will install a car loader, dump and motor in his elvtr.

Lockwood, Mo.—I am mgr. of the Pyle & Keran Elvtr. which has succeeded C. S. Ring & Co. The latter company and C. S. Ring, whom I succeeded as mgr., are both out of the grain business.—J. H. Wegner.

Fayette, Mo.—There has been a farmers' company organized here but do not know under just what name it will operate. The company has no elvtr. but we understand it intends to build a warehouse. We are in no way connected with them and we operate the only elvtr. here. Some scoop shoveling here.—Fayette Mill & Merc. Co.

Rushville, Mo.—The recently organized Rushville Elvtr. Co. has let contract to the Jones-Hettelsater Constr. Co. for a new 20,000-bu. elvtr. of concrete construction.

Moberly, Mo.—T. R. Fiorita has opened a grain and feed warehouse and expects to buy and ship grain. He has not fully made up his mind as to when he will build an elvtr.—Moberly Grain Co. (Mr. Fiorita is prop. of the company.)

St. Joseph, Mo.—Fred J. Watts has sold his interests in the grain business and will retire from the trade. For many years he was connected with the T. P. Gordon Commission Co. and has recently been a stockholder in the Gordon-Watts Commission Co.—N. K. Thomas.

Kearney, Mo.—The Kearney Grain & Supply Co. has been organized to handle grain and other farm products here. It has not been definitely decided as to building an elvtr. or warehouse. If the business proves successful the company intends to lease or build a house.—R. W. Rand, Liberty.

St. Joseph, Mo.—A merchandising department has been added to the Gordon-Watts Commission Co., with E. C. Roberts as mgr. The company will now do a general merchandising and commission business. Mr. Roberts was formerly with the A. J. Elvtr. Co. as floor salesman. He has also been connected with the Nye-Schneider-Fowler Co., Fremont, Neb.; Runkel & Dadmun, Milwaukee, and the Independent Grain & Lbr. Co., Mason City, Ia.—N. K. Thomas, sec'y Grain Exchange.

SPRINGFIELD LETTER.

J. Ferdinand Meyer, son of L. S. Meyer, vice-pres. of the John F. Meyer & Sons Milling Co., died Apr. 20 after an illness of only a few days' duration. He was 23 years old and had been engaged in the business with his father for some time.

Springfield, Mo.—Members of the Chamber of Commerce Agriculture Com'te are in favor of the building of large public elvtr. in this city. Andrew J. Dudley, federal grain and hay inspector at this city, is one of the chief enthusiasts, as is also Louis Meyer, of the Meyer Milling Co.

Springfield, Mo.—The Interstate Milling Co., the Paragon Mills Co., and the Newton Grain Co. have been consolidated and will operate as the Interstate Milling Co. with a capital stock of \$250,000. Officers will be A. C. Daily, pres.-treas.; R. E. Laughlin, one of the partners of the original Interstate company, vice-pres. and gen. mgr.; W. W. Coover, the other partner, sec'y, and J. W. Widmer, supt.

KANSAS CITY LETTER.

Julian Scott, formerly of Omaha, is now connected with the Terminal Elvtrs. operated by the J. Rosenbaum Grain Co. here.

As the city council is evidently not in favor of the daylight saving plan, members and employees of the Board of Trade are getting up early these days, the exchange having adopted the early time to conform to other markets.

The fat men of the Board of Trade recently challenged the lean members to form a baseball team and stage a game any old where on any old date agreeable to the lean representatives. Apr. 30 is the date selected, but as yet the field of battle has not been reported.

When the dust on the steam pipes in the drying room at the Terminal Elvtr. was discovered burning, recently, visions of a repetition of the Chicago disaster filled the minds of the discoverers and no time was wasted in putting out the sparks with chemicals.

ST. LOUIS LETTER.

The Terminal Elvtr. in East St. Louis, Ill., has been declared regular under the rules of the Merchants Exchange. It is now operated by the Terminal Elvtr. Co.

Robert C. Valier, vice-pres. of the Valier & Spies Milling Co., died Apr. 16 from heart disease. He has been ill for a long time and his death was not unexpected. He was wheat buyer for the company's mill here up to the time of his death and was considered an expert judge of wheat. Burial was at St. Jacobs, Mo.

Bert H. Lang, one of the best and most widely known grain dealers at this market, has been elected active vice-pres. of the First National Bank of this city. He has been in grain circles here for the last 35 years and was head of the Bert H. Lang Co. for 20 years. The company was dissolved in 1917 when Mr. Lang offered himself for government service. He was in charge of the office of the U. S. Grain Corporation at this market during the war.

Chas. L. Neimeier, former pres. of the Merchants Exchange, who has been seriously ill for many months, is believed to be on the sure road to recovery. His many friends are jubilant.

MONTANA

Scobey, Mont.—The elvtr. operated by Davis & Lennon as the Scobey Grain Co., burned recently.

Bozeman, Mont.—I have resigned my position with the Montana Flour Mills Co. to engage in the grain business myself as the Gallatin Grain Co., specializing in milling wheat under direct marketing system. Will have several elvtrs. under our operation during the coming season.—V. F. Guinzy, mgr. Gallatin Grain Co.

Ft. Benton, Mont.—Schmidt Bros. & Greely have dissolved partnership. A. J. Schmidt has taken over the interests of the firm at Lewistown, while W. T. Greely now owns the line of elvtrs. formerly operated as the Greely-Schmidt Elvtr. Co. The interests of the company here will be handled by Schmidt & Kreis, a new firm.

Great Falls, Mont.—Geo. H. Moran, whose office as state grain inspector was recently abolished by the consolidating law which put the grain and inspection, agriculture, publicity, labor and industry departments all under the jurisdiction of the commissioner of agriculture, will remain in charge of his department at the request of Chester C. Davis, the new agricultural commissioner, who took office Apr. 1, when the new law went into effect.

Townsend, Mont.—Holders of storage tickets issued by the Inter-Mountain Milling Co. have been paid in full. The company became financially involved the first of the year and could not redeem its storage tickets. The bond of the company was not large enuf to meet the demand of the tickets and the directors of the company were called upon to make good the shortage, which they did. The aggregate indebtedness was \$22,153.19, based on the price of wheat (\$1.37) the day the demand for payment was made.

NEBRASKA

Friend, Neb.—The Farmers Union Co-op. Co. has been incorporated for \$10,000.

Wahoo, Neb.—Eland Johnson is now mgr. for the Farmers Union Elvtr. Co.

Maxwell, Neb.—The Farmers Union Co-op. Ass'n has been incorporated for \$50,000.

Verdon, Neb.—Wm. C. Sloan has resigned as mgr. for the Farmers Union Elvtr. Co.

O'Neill, Neb.—Burglars rifled the cash drawer of the Farmers Union Elvtr. Co. recently.

Lawrence, Neb.—The Farmers Union Elvtr. Co. has increased its capital stock to \$100,000.

Belgrade, Neb.—M. Williams has succeeded J. H. Mitchell as mgr. for the Farmers Elvtr. Co.

Schuyler, Neb.—Edw. W. Zerzan, mgr. of the Farmers' Grain Co., was elected mayor of the city.

Hollinger, Neb.—B. Zulauf has succeeded C. B. Rea as mgr. for the Central Granaries Co. here.

Chapman, Neb.—The Chapman Co-op. Grain Ass'n incorporated for \$5,000 by J. E. Blevins, and others.

Wabash, Neb.—Eugene Colbert has succeeded H. E. Emme as mgr. for the Farmers Union Elvtr. Co.

Beatrice, Neb.—G. R. Klein, who has been connected with the Farmers Elvtr. Co. for the last 7 years, has resigned.

Tilden, Neb.—The Torpin Grain Co., of Oakdale has bot the elvtr. of the F. W. Shively Grain Co. Ralph Torpin will be mgr.

Lincoln, Neb.—Earl Roth, sec'y of the Gooch Milling & Elvtr. Co., has been elected pres. of the Grain Exchange, to succeed J. S. Ewart, who died Mar. 21.

Hershey, Neb.—The Leypoldt & Pennington Co. has let contract to the W. H. Cramer Constr. Co. for the repairs on its elvtr. which was wrecked recently when a freight car ran wild and knocked it off its foundations.

Friend, Neb.—G. E. Stepanek, mgr. and part owner of the Acme Mill & Elvtr. Co., has sold his interest in the business to the other heirs of the Stepanek estate and resigned as mgr. He will engage in the grain trade on his own account later on.

Crawford, Neb.—Hanlen & Nester have bot the plant of Melick & Stephenson, locally known as the Crawford Mills & Elvtr. R. O. Stephens was mgr.

Blue Springs, Neb.—J. H. Heisterm, mgr. for the Farmers Grain, Lumber & Coal Co., died recently. He was ill only a short time and death came suddenly.

Eustis, Neb.—C. B. Seldomridge, of Colorado Springs, Colo., is contemplating the construction of a new elvtr. and the remodeling of the old house here.

Waterloo, Neb.—The Allies Grain Co. is the name of the new farmers company just organized here. Geo. Ennis and John Clark are among the stockholders.

Hoag, Neb.—C. B. Ashcroft has succeeded H. B. Hall as mgr. for the Farmers Elvtr. Co. here.—A. O. Burket, mgr. Beatrice Farmers Union Co-op. Co., Beatrice.

Pawnee City, Neb.—E. L. Vance is now mgr. for the Pawnee Grain Co., which operates the Vern Howard Elvtr.—Brown Grain Co. (Mr. Vance succeeds O. Hansen.)

Eldorado, Neb.—H. B. Osborn, agt. for the Nye-Schneider-Fowler Co. for the last 5 years, has resigned and will retire from the grain business for some time. He will live in Ogallala.

Grand Island, Neb.—R. B. Hoagland, our mgr. at Sterling, Colo., where we have closed our office until feeder business begins again, has succeeded R. A. Collier here. Mr. Collier is now in charge of our Denver, Colo., office.—Fred W. Elder Grain Co.

OMAHA LETTER.

The J. Rosenbaum Grain Co. has opened its new offices in the Grain Exchange.

J. Welch has fully recovered from his recent attack of appendicitis and minus the appendix is again on 'change. He is a member of the Butler-Welch Grain Co.

The board of directors of the Omaha Grain Exchange has changed the commission on wheat to a one-and-a-half cent minimum. The change became effective April 12.

Julian Scott, formerly with the Rothschild Grain Co. here, is now connected with the Terminal Elvtrs. at Kansas City, Mo., operated by the J. Rosenbaum Grain Co.

S. S. Carlisle, of the S. S. Carlisle Grain Co., and W. T. Burns, formerly with the M. C. Peters Mill Co., have formed a partnership and will operate as the Carlisle-Burns Grain Co.

We have closed our offices at Jefferson, Ia., and Hastings, Neb., and are now operating only at this market and at Sioux Falls, S. D.—O. H. Gibbs, sec'y-treas. Albers Commission Co.

The beautiful home of Emil Rothschild, former pres. of the Rothschild Grain Co., who died recently, has been sold by his widow for \$17,500. It is located at Dundee, a suburb. Mrs. Rothschild and son will live in Paducah, Ky.

Wm. Richter was found guilty in the Federal Court, Apr. 15, of having issued forged Bs/L for corn which did not exist. It is alleged that the offense was committed in the summer of 1917 when he was operating as the U. S. Commission Co., Richter Bros., props. This company failed in August, 1918. Sentence was withheld to allow his attorneys an opportunity to prepare appeal bonds. The penalty for the crime with which he is charged is 5 years in prison and a \$5,000 fine on each count.

NEW ENGLAND

Greenfield, Mass.—W. N. Potter & Son are considering the handling of coal as a side line to their grain business here.

Boston, Mass.—The W. D. Fulton Grain Co. incorporated for \$50,000 by John M. Hawkins, Wm. D. Fulton and Florence A. Carter.

NEW YORK

Albany, N. Y.—J. J. Maher of Maher Bros. died Apr. 7 of pneumonia.

Canandaigua, N. Y.—The Boyce Elvtr. was recently slightly damaged by fire.

Oswego, N. Y.—The receiver and creditors of the bankrupt Oswego Milling Co. are reported to have decided that there is no chance of pulling the business out of the hole by trying to operate it and will therefore sell all machinery, equipment, etc., as soon as possible and wind up the affairs of the company.

BUFFALO LETTER.

Geo. E. Pierce, who was recently discharged from bankruptcy, is now operating a grain business in the Chamber of Commerce.

The Erie Barge Freight Terminal Co. is considering the erection of a \$1,000,000 elvtr. on the New York State Barge Canal here.

John H. Shufeldt, for over 50 years connected with the grain trade here, is dead at the age of 94. He retired from active service when he was 91.

The Smith Commission Co. is a new firm with offices in the Chamber of Commerce Building. H. A. Smith, mgr., was formerly pres. of the Chippewa Feed & Grain Co., Inc.

Altho a strenuous search has been made since Oct. 26, 1920, by police and detectives, no trace of Henry T. Morey, who walked out of his office that day, has ever been found. He is alleged to have lost \$200,000 in grain deals and a suit is pending against him in the supreme court.

The Williamson Grain Forwarding Co. is vigorously opposing the withdrawal of the fire tugs by the municipal authorities from the harbor front. Mr. Williamson believes that the removal of the tugs, despite the installation of high pressure mains, would leave many thousands of bus. of grain unprotected. He also points out that the tugs are used to break ice in the harbor, which allows the movement of boats to and from the elvtrs.

The organization meeting of the Corn Exchange was held Apr. 15 and the following officers were elected for 1921; Nisbet Grammer, pres.; H. T. Burns, vice-pres.; W. J. Heinhold, treas. and Fred E. Pond, sec'y. The annual meeting was held Apr. 12 and E. M. Husted, W. J. Heinhold and Geo. P. Urban were elected directors for 3 years. The personnel of the directors at present is Nisbet Grammer, H. T. Burns, W. J. Heinhold, Chas. M. Kennedy, F. F. Henry, H. C. Harrison, F. A. McLellan, H. M. Husted and Geo. P. Urban.

The grain elvtr. known as the old Fleischmann Malt House burned Apr. 14. The building, 160 ft. high, was in flames a few minutes after the fire was discovered. One fireman was struck by the heavy brass nozzle of a hose and killed. The Producers Warehouse & Elvtr. Co. operated the plant, which was owned by the Co-operative Grange League Federation Exchange. Loss, less than \$250,000; on grain, \$65,000; insurance, \$215,000. An overheated motor is believed to have started the fire, which was observed as a wisp of smoke curling from the cupola, by a fireman 2 blocks away. An instant later there was a flash of flame, and he sounded the alarm, at 11 a. m. The house was erected by the Fleischmann Malting Co. 17 years ago. B. J. Burns, of the company, says, "We purchased the building last October, but had not occupied it." Machinery was being added to the equipment. Thirty men in the building narrowly escaped. Workmen told Mgr. Wm. L. Bean that they plainly detected the odor of burning rubber for half an hour before the fire was discovered.

NEW YORK LETTER.

Howard M. Schaal and Harry G. Spear have applied for membership in the Produce Exchange.

Memberships in the Produce Exchange can now be had at \$1,700, compared with \$3,200 a year ago.

Harry G. Gere has been elected pres. of the Gere Grain Co., which succeeds the Harry G. Gere Co. Inc.

Chas. H. Robinson, of the Blake-Dobbs Co., has applied for associate membership in the Produce Exchange.

Warren V. Trott and Henry B. Worthen, formerly associate members of the exchange, have been admitted to regular membership.

Daniel B. Sullivan, Henry D. Johnson, Howard E. Norris, Carlo C. Riggieri, Kaj. B. Christensen, Max Stein and Herman L. Freedman are new members of the Produce Exchange.

A com'te of the living ex-presidents of the Produce Exchange, headed by J. Ward Warner, has been appointed by the exchange to revise the by-laws so that they will conform to present day conditions and methods.

John H. Hamilton has been another sufferer who has been "off duty" for some time. He represents Shearer Hamill & Co. on the exchange and has been having a severe siege with pleurisy and pneumonia. He is again at his desk much to the gratification of his many friends.

Guy Hamilton is rapidly recovering from an appendicitis operation and hopes to be back on the floor soon. He represents Bartlett Frazier Co., of Chicago, on the Produce Exchange. Frank D. Wade has been substituting for him during his illness.

NEW JERSEY

Atlantic City, N. J.—The E. E. Delp Grain Co. of Philadelphia has opened an office in the Riddle Building at this point with August Gruber as mgr.

NEW MEXICO

Tucumcari, N. M.—The Trinidad Bean & Grain Co. suffered the total loss of its plant, Apr. 13, by fire. The cause of the blaze has not been ascertained.

Silver City, N. M.—We have just completed a 50 x 100 ft. warehouse directly across the street from our main building and will engage in the grain and hay business on an extensive scale.—W. J. Brent, mgr. Beer & Ice Co.

Clovis, N. M.—The company, formerly known as the Western Trading & Elvtr. Co., was placed in the hands of a receiver about Jan. 1st, and with the aid of some of the more active stockholders, all old officers tendered their resignation and surrendered their stock certificates. Then, the company was fully reorganized with authorized capital stock of \$150,000.00 and incorporated under the laws of New Mexico as the Western Elvtr. Co. The writer was at that time connected with the Fort Worth Elvtrs. Co., of Ft. Worth, Tex., as traveling representative, but I severed my connection with them on Feb. 15th and took over the management of the above firm. Will also add that this company has taken over all liabilities of the Western Trading & Elvtr. Co., and have either made settlement or satisfactory arrangements with all creditors. The following are the new officers and directors: Dr. J. W. Board, pres.; L. H. Sanders, v-pres.; J. C. Nelson, sec'y-treas.; H. A. Parks, gen. mgr.; J. H. Tatum and Ed. W. Leach. We have here a new 100,000-bu. fire-proof concrete elvtr. equipped with all modern facilities for handling grain, also public storage. In Texico-Farwell we have a new 15,000-bu. iron clad elvtr. and warehouse and in Maize, N. M., we have a small station of about 10,000 bus. capacity.—H. A. Parks, mgr. Western Elvtr. Co.

NORTH DAKOTA

Raleigh, N. D.—We will operate as the Raleigh Grain Co.—H. H. Kindschi.

Norfolk (Guthrie p. o.), N. D.—The Ely Salyards Co. operate the only house at this station.

Halliday, N. D.—The elvtr. of the Halliday Grain Co. was recently damaged by fire. The loss was small.—Farmers Elvtr. Co.

De Lamere, N. D.—The elvtr. of the Farmers Elvtr. Co., containing 20,000 bus. of grain, burned Apr. 12. Insurance amounted to \$20,000. Some of the grain can be saved.

Manfred, N. D.—We will put in a new concrete foundation and make other repairs on our elvtr.—Manfred Co-op. Grain Co. (Contract has been let for the work.)

Overly, N. D.—C. J. Landeen, agt. for the Woodworth Elvtr. Co. has been transferred from the company's elvtr. at Carlos, Minn., to this station. The elvtr. at Carlos is closed.

Glenburn, N. D.—The elvtr. of the Dodge Elvtr. Co. at this point is closed and the elvtr. of the St. Anthony & Dakota Elvtr. Co. has not been operated for a year and is also closed.—M. P. O.

Hamberg, N. D.—The farmers Elvtr. Co. is not out of business here. We have closed our elvtr. and may sell it. The St. Anthony & Dakota Elvtr. Co. has bot the elvtr. of the Hamberg Grain Co. which it originally owned.—E. A. Harseim, mgr. H. C. Scheer & Son.

Gladstone, N. D.—The State Supreme Court has affirmed the decision of the Stark County district court in favor of the Gladstone Equity Exchange and confirmed the award of \$23,000 damages for the destruction of the company's elvtr. and machine sheds here Aug. 26, 1918, holding the U. S. Railroad Administration liable for the amount, the blaze being due to sparks from a railroad boarding car stove standing near the elvtr.

Rhame, N. D.—Our loss by fire was very slight. Just a part of the cupola burned and the damage will be less than \$1,000. The fire department put it out by scaling the wall with ladders and getting to the blaze while it still was confined to the inside of the building. We have some real fire fighters and it looked like an impossible thing to do at the time, but we did it and saved our building.—Farmers Equity Union.

OHIO

Raymond, O.—F. E. McCurdy is now mgr. for the Raymond Elvtr. Co.—X.

Bellevue, O.—The Farmers Grain Co. has increased its capital stock from \$25,000 to \$40,000.

Ghent, O.—The Ghent Co-op. Co. incorporated for \$60,000 by R. Hopkins, B. E. Smith and others.

New Madison, O.—Frank Royer has succeeded Harley E. Billman as mgr. for the Farmers Co-op. Elvtr. Co.

Akron, O.—Botzum Bros. Co. has completed a concrete warehouse and is now operating it in connection with the elvtr.

Toledo, O.—Raymond P. Lipe and Jesse Young have completed their tour of South America and are at home again.

Fulton, O.—We have our elvtr. ready for business and expect to begin operations very soon.—The Fulton Elvtr. Co. (recently incorporated).

Cleveland, O.—The Bennett Milling Co. of Grafton, has opened a branch office in the Huron Six Building with G. A. Bennett, pres., in charge.

Cincinnati, O.—The Early & Daniels Co. has remodeled and enlarged its offices in the Carew Building and now has plenty of room for all of its departments.

Okalona, O.—G. E. Rafferty has been appointed receiver for the Okalona Grain & Stock Co., operators of 2 elvtrs. Liabilities are placed at \$50,000 and assets at \$30,000.

Toledo, O.—John C. Husted has bot the interests of the heirs of Frank I. King in C. A. King & Co. and will operate the business under the old name. He took possession Apr. 18.

Frankfort, O.—The Farmers have not as yet organized here and have no officers or mgr. They have been talking of buying my elvtr. and mill, and I gave them a price but they are not inclined to buy at present.—Elias Hutton.

Agosta, O.—The elvtr. formerly owned by Chas. Bayman and later by Cook & Stayman and then sold to John Kelly, burned Apr. 6. The La Rue Grain & Supply Co. was operating it when it burned. A new house will probably be built here.—J. E. Stayman.

Grove City, O.—The Farmers Equity Co. has bot the site of the elvtr. of C. L. Easley which burned recently. Mr. Easley is said to have carried \$42,000 insurance on the plant and will not rebuild. The new owners are reported to be drawing plans for a \$40,000 mill and elvtr.

OKLAHOMA

Hydro, Okla.—The elvtr. of the Hydro Grain & Elvtr. Co. was slightly damaged by fire Apr. 8.

El Reno, Okla.—The El Reno Mill & Elvtr. Co. is building a new office for Mgr. Karl Humphrey.

Grove, Okla.—Geo. Dawson, of Glade, has bot the plant of J. H. Sparkman & Son and is now in possession.

Cole, Okla.—The Gibbons Elvtr. Co. recently bot the 30,000-bu. elvtr. of H. Wells here.—J. B. Newport, mgr.

Oklahoma City, Okla.—The threshermen's lien bill which provides for a lien on grain and seed threshed has been signed by the governor.

Temple, Okla.—E. C. Wegener, of Walters, has bot the elvtr. of the Chickasha Milling Co. and will take personal charge of it in a few days.

Braman, Okla.—The Farmers Elvtr. Co. has a capital stock of \$30,000 and will probably build a tile elvtr. as soon as all of the stock is sold.

Kremlin, Okla.—J. N. Gearhart has succeeded me as mgr. for the Farmers Elvtr. Co. here.—G. C. Rhodes, chief inspector and weighmaster at Enid.

Custer City, Okla.—Joe King has bot the elvtr. of the Hobart Mill & Elvtr. Co.

Fletcher, Okla.—We are repairing our corn cribs and remodeling our elvtr.—Fletcher Grain Co., Smith & Roll, props. (This firm recently bot an elvtr. here.)

Shamrock, Okla.—A. P. Simpson was seriously injured when a team of horses became frightened and ran away. He was knocked down and the team and a wagon load of corn ran over him.

Duncan, Okla.—W. C. McKinney and associates have bot the controlling interest in the Duncan Grocery & Elvtr. Co. and will spend \$25,000 in improvements on the plant.

Guthrie, Okla.—The Gresham Flour Mills Corp. has been incorporated for \$500,000 by Frank S. and Philip Gresham and V. I. McGavern. It will succeed the Guthrie Mill & Elvtr. Co., being a re-organization and a re-incorporation of that company. J. M. Wilcox is gen. mgr.

OREGON

PORTLAND LETTER.

We are temporarily closing our branch here.—A. M. Flemming, secy. Globe Grain & Milling Co.

The offices of the Albers Bros. Milling Co. have been moved from the Railway Exchange Building to the mill.

Negotiations for the leasing of the elvtr. and dock of the Globe Milling & Grain Co., have been completed and Kerr Gifford & Co. will operate it for a number of years. It has never been operated to any extent since its completion a few years ago.

PENNSYLVANIA

Philadelphia, Pa.—Fisher & Nolan have been admitted to membership in the Commercial Exchange.

Philadelphia, Pa.—C. W. Wagar of C. W. Wagar & Co. was recently operated on for an infection of the jaw. He is doing well.

West Newton, Pa.—Jas. G. Sutton sold his interest in Sutton & Greenawalt to Mr. Greenawalt and started in business for himself. He now has no connection with the old firm which still operates under the old name.—Sutton & Greenawalt.

SOUTH DAKOTA

Presho, S. D.—J. W. Ayres is now mgr. for the Farmers Union Shipping Ass'n.

Gary, S. D.—Gary Grain & Stock Co. incorporated for \$25,000 by J. Rowland, E. Eng and J. C. Stevens.

Mt. Vernon, S. D.—I have succeeded J. R. Thorndyke as mgr. for the Farmers Elvtr. Co. Mr. Thorndyke died last November from a blood clot on the brain. He was ill for about 10 days. He had been mgr. here for 14 years. I was formerly partner of A. H. Betts at Hull, Boyden and Rock Valley, Ia., and sold out to him Aug. 1, 1919. I came back to Mitchell to live and am still living there, coming to the elvtr. every Monday morning.—W. R. Smith.

SOUTHEAST

Gadsden, Ala.—Herzberg & Co. are interested in the forming of a \$10,000 company to build an elvtr. here.

Waynesboro, Ga.—The Burke County Elvtr. & Marketing Co. has been organized to build a 12,000-bu. fireproof elvtr. P. W. Thompson is sec'y-treas.

TENNESSEE

Buffalo Valley, Tenn.—The Buffalo Valley Grain Exchange burned recently with a loss of \$3,000.

Union City, Tenn.—Geo. Dahnke, who was pres. of the Dahnke-Walker Milling Co., committed suicide by drinking poison, Apr. 13. His company made an assignment on April 11 and it is that that the financial straits into which his business had been forced were responsible for his act. Chas. Keiser is assignee for the firm whose liabilities are placed at \$300,000. It is believed that the assets will more than meet this amount and the failure has been laid to slow returns on open accounts. Mr. Dahnke was 56 years old and had been in the grain and milling business for over 30 years.

Memphis, Tenn.—The Riverside Elvtr. & Storage Co. has been expelled from membership in the Merchants Exchange owing to alleged irregularities in trading by J. T. Halbert, who has been operating it but who lately departed without notice, after having trouble with several grain firms. It is reported that he has been apprehended in Colorado and will be brot back to face these charges and more serious ones which allege the disappearance of grain, etc., while going thru the warehouse.

TEXAS

Whitesboro, Tex.—The plant of Sadler-Shelton & Crabtree burned Apr. 3.

Channing, Tex.—L. E. Boquot, of Woodward, is building a 10,000-bu. elvtr. here.

Amarillo, Tex.—E. R. Humphrey is now sec'y of the Grain Exchange of this city.

Graham, Tex.—R. G. Hallam, for many years in the grain and cotton business here, died recently.

The annual meeting of the Texas Grain Dealers Ass'n will be held in Galveston, Tex., May 23 and 24.

Houston, Tex.—Lowery Grain Co. incorporated for \$15,000 by W. C. and L. O. Lowery and C. A. Garza.

Westover, Tex.—Farmers Mill & Elvtr. Co. incorporated for \$22,000 by J. Sykes, C. W. Holman and W. S. Cockrell.

Wharton, Tex.—The Wharton Grain & Produce Co. has moved into new offices in the Armour Building. J. C. Locke is mgr.

Perryton, Tex.—We have let contract for a 25,000-bu. elvtr. and a big warehouse and office.—E. N. Puckett, mgr. Perryton Equity Exchange.

Ralls, Tex.—The Whaley Grain Co., of Wichita Falls, Tex., is building a 25,000-bu. elvtr. here.—W. F. Wilson, Farmers Elvtr. Co., Crosbyton.

Plainview, Tex.—The Murphy Feed Co. has succeeded the Kiser-Erb Grain Co., J. M. Murphy having bot the stock and business of that company.

Amarillo, Tex.—H. L. Kearns has succeeded Allen Early as mgr. for the Early Grain & Elvtr. Co. Mr. Early will retain his stock in the company but will in future be located at San Antonio.

Perryton, Tex.—The Perryton Equity Exchange has been incorporated to build and operate elvtrs and mills. The capital stock is \$50,000 and incorporators are F. P. Rogers, E. N. Puckett and T. H. Blair.

Miami, Tex.—We have bot the elvtrs. of the Red Deer Grain Co. here and at Codman. D. I. Barnett and Lester Stone of Amarillo bot the houses and we operate as the Barnett Grain Co. We are covering the elvtr. here with iron.—D. I. Barnett.

Plainview, Tex.—B. F. Yearwood & Sons are building a 25,000-bu. elvtr. The White Star Co. has the contract. I recently installed an automatic scale and increased the bin capacity of my elvtr. Also rearranged my loading equipment.—E. T. Coleman.

Canadian, Tex.—We have bot the elvtr. of the Gerlac-Higgins Milling Co. here. The latter company are still in business at Higgins and at Shattuck, Okla.—Edw. Balderston, Balderston Grain Co. (Mr. Balderston was formerly mgr. for the milling company.)

Plainview, Tex.—We are erecting only a small elvtr., capacity 15,000 bus., which will be equipped with fast handling machinery, having handling capacity of 2,500 bus. per hour; other machinery such as cleaners, etc., in proportion. The firm name will be changed to Western Feed & Elvtr. Co., and will handle a line of tested and cleaned field seed in addition to all Panhandle grain.—Barker-Smith Grain Co., Ben F. Smith.

UTAH

Brigham, Utah.—E. J. Reese and Lee Glen have bot the controlling interest in the Jensen Bros. Milling & Elvtr. Co.

WASHINGTON

Spokane, Wash.—The new mill of the Portland Flouring Mills Co., of Portland, Ore., has been equipped with electricity. This is the last mill here to discard water power.

SEATTLE LETTER.

McIntyre & Harrold is the name of a new grain and hay brokerage company here formed by H. L. McIntyre and Vicent Harrold. Offices are in the Colman Building.

Wm. Ward Warren, a director of the White-Dulaney Grain Co., the Gallatin Valley Milling Co. and the Fisher Flour Milling Co., died suddenly Apr. 8 at his desk in the office of the Snoqualmie Falls Lumber Co. of which he was mgr. He was 45 years old and death is attributed to heart disease.

Plans for the consolidation of the Merchants Exchange and the Manufacturers Ass'n, with the Chamber of Commerce and the Commercial Club have been approved and will be carried out at an early date. O. D. Fisher, pres. of the Merchants Exchange, has worked hard on the plan and is correspondingly happy.

The state administration code, which combines 70 different state departments under 10 departments each headed by a director appointed by the governor and by 9 administration departments, went into force Apr. 1. The governor and the directors of the 10 departments form the administrative board. The grain, hay and warehouse inspection department, which has been under the public service commission, is now under the department of agriculture.

WISCONSIN

Madison, Wis.—The Northwestern Feed Co. will build a 200,000-bu. elvtr., a feed mill and warehouses.

Wauzeka, Wis.—The Wauzeka Shipping Ass'n has incorporated for \$2,000 to ship grain, live stock, feed, etc. Incorporators are A. M. Doll, L. Oswald, P. Schmidt, E. L. Lathrop and P. Smith.

Wyocena, Wis.—The Farmers Co. has been incorporated with a capital stock of \$8,000 to do a co-op. business in feed, grain, hay, etc. F. W. Phillips, G. W. Spear and E. E. Marsh are incorporators.

Tomah, Wis.—I bot the old hotel on a side track and will wreck the building. Will put up a new plant, a combination elvtr. and warehouse but do not expect to do so until next (1922) spring.—G. Sorenson.

Spooner, Wis.—Our business does not consist of shipping out grain but we ship in a great deal in carlots. We operate a warehouse and deal principally in potatoes.—M. B. Mason, mgr. Spooner Co-op. Ass'n.

Superior, Wis.—The Globe Elvtr. Co. is completing the installation of a marine leg for unloading vessels in its elvtr. No. 1 here. The leg has a capacity of 6,000 bus. per hour and is the 3rd installed in elvtrs. in this vicinity.

Rice Lake, Wis.—S. Edward Morrison caught a heavy cold Apr. 7 which rapidly developed into pneumonia, his death occurring Apr. 12. He was 30 years old and was mgr. for the Rice Lake branch of the Osceola Mill & Elvtr. Co. He is survived by his wife.

Eau Claire, Wis.—The Wisconsin Grain & Cereal Co. has been reorganized and will be operated as the Wisconsin Cereal & Produce Co. The new company has a capital stock of \$100,000 and will operate the plant of the C. W. Cheney Co., which it took over last June. The latter company is out of business and was dissolved as a corporation last February.

MILWAUKEE LETTER.

O. A. Dittmar and Frank A. Miller have been elected members of the Chamber of Commerce.

The rate of interest on advances for the month of April has been fixed at 8% by the Finance com'te of the Chamber of Commerce.

M. H. Ladd has been re-appointed chief weigher and A. A. Breed chief grain inspector of the Chamber of Commerce for the year 1921.

R. L. Sanderson, who was badly injured in an auto accident recently, is able to be around again. He represents Bernhard Stern & Sons, Inc., here.

The new officers of the Chamber of Commerce have been installed and the following com'tes named: Grain inspection and weighing, A. K. Taylor, E. H. Dadum, J. M. Hackler, E. H. Hiemke and J. H. Manning. Cash Grain Closing, L. J. Beck, E. Liesenberg and E. H. Heimke. "To Arrive" Grain, L. L. Runkel, W. A. Hottenson and A. R. Taylor.

Geo. A. Schroeder, for many years traffic mgr. for the Chamber of Commerce, has returned from California, where he has been resting since last summer. It is reported that he cannot stay away from the grain trade and that he will soon be connected with grain interests again.

The daylight saving schedule hit the members of the Chamber of Commerce hard, as it has been operating under that rule since the last week in March. Yesterday the schedule went into effect all over the city so that operators and members will not find themselves at work before the rest of the city from now on.

The Chamber of Commerce will not build its new home this year as it has renewed its lease on the present quarters for another 10 years with the right to buy the building in 2 years' time for \$250,000. The building will be repaired and remodeled and will be modern thruout. The raise in rent was \$5,305, now being \$11,505.

The Taylor & Bournique Co., of this city has closed its elvtrs. at Hammond and Schneider, Ind., and their offices in Buffalo, N. Y., Ft. Dodge, Ia., Streator, Ill., and Chicago. In the latter city Jackson Bros. & Co. will handle the business and occupy the old offices of the company. H. E. Tweeden with the company there will be transferred to this office which will be the only one open. Operations will be confined to the handling of cash grain thru its elvtrs. here.

On Apr. 19 the members of the Chamber of Commerce at a special referendum increased the minimum commissions on consignments as follows: Wheat, rye, barley, corn, oats, buckwheat, kafir corn, milo maize, feterita and speltz, 1% of the sale, with a minimum charge of 1½c per bu. on all but shelled corn and barley, which is 1c per bu., and oats, which is ¾c per bu. The annual dues of the exchange have been increased to \$100 and the transfer fee to \$25.

The Donahue-Stratton Co., which recently leased the Rialto Elvtr. of the C. & N. W. Ry. Co. following the burning of Elvtr. A. of the C. B. & Q. Ry. Co. which it had operated for some time, has also leased the Kinnickinnic elvtr., taking over the lease of the Urdike Grain Co. which has been operating it. The latter company had a 10-year lease on the house which was completed in 1918, and the Donahue-Stratton Co. will, therefore, have the lease for the 7 remaining years. The Urdike Co. will continue its consignment department here with Leonard J. Keefe as mgr. Joy M. Hackler, who has been its gen. mgr., will return to the main office at Omaha.

WYOMING

Riverton, Wyo.—Contract for elvtr. and machinery has been let, and foundation and pits are already in. Expect to complete work in early June. Capacity 14,000 bus. Electric motors, elvtr. leg 1,000 bus. per hour, Eureka Cleaner, Bowsher Grinder, Howe, Wagon and Hopper Scales are part of equipment.—Riverton Hide, Wool & Fur Co., C. Wimpermeier, mgr. (The Jones-Hettlersater Constr. Co. has the contract.)

THE WHEAT supply of the world was the subject of an address delivered by Sir James Wilson before the Royal Statistical Society of London in which he said: The yield of 24 producing countries is now 98% of the prewar average; the yield of 14 importing countries is 79%, and the yield of 10 exporting countries amounts to 108% of the prewar average.

NEW ZEALAND's wheat this year averaged 28.52 bus. per acre compared with a yield of 32.66 bus. last year. Oats averaged 33.86 bus. per acre; compared with a yield 38.75 acres last year. The decrease in total yield resulting from the smaller yield was more than made up by the larger acreage planted. The 5,975,000 bus. crop this year is still about 2,000,000 bus. less than local requirements. The federal control of the wheat marketing business is to remain in effect for another year. Under the strict rules which will be enforced this season it will be crime for anyone in the country to purchase, agree to purchase wheat or act as an agent of a purchaser without a permit.

Advantages (?) of Government Ownership of Railroads.

Many of the uninformed citizens of the United States are clamoring for government ownership of the railroads, believing that by some hocus pocus wages could be raised and freight rates reduced. How ill-founded is this supposition is proved by the government ownership of certain railroads in Canada. If only these misguided citizens could study the history of government ownership in that country their advocacy of that policy surely would turn to opposition.

In Canada, says the *Railway Age*, 52 per cent of the railway mileage is owned and operated by the government, and the other 48 per cent, which is made up almost entirely of the mileage of the Canadian Pacific, is privately owned. The same advances in wages and increases of rates have been made in Canada as in the United States. The Canadian railways, fortunately, have not had applied to them the National Agreements with the labor unions that are in effect in this country. Under these conditions not a single railway of the system owned and operated by the Dominion Government earned its operating expenses. Their expenses were from 109 cents to 410 cents for every dollar they earned. While the Minister of Railways has conceded that the government system had a deficit last year of over \$70,000,000, Mr. Payne, who was formerly Controller of Statistics of the Department of Railways and Canals, shows that a proper allowance for interest on the total cost of the railways would make the deficit \$140,000,000. This is \$17.50 for every man, woman and child of the country's population. An equally large deficit per capita for the railways of the United States would be \$1,837,500,000. It must be borne in mind, also, that this deficit was incurred by only half of the railways of Canada.

All the railways of Canada have been very adversely affected by the increase in operating costs, unaccompanied by advances in rates. The Canadian Pacific, however, under private operation, succeeded in keeping its expenses down to 85c for each dollar of earnings, and had net earnings of \$33,000,000. The present management of the Canadian government lines is not responsible for the bad financial results. They are partly due to unfavorable conditions which are affecting all the railways of the United States and Canada, and partly to the extremely unwise policy which the Canadian government has followed for fifty years in building and operating state railways in disregard of sound business principles. Certainly, however, the comparative results of government and private operation in Canada suggest anything but the desirability of consideration of a return to government operation in the United States.

TO REARRANGE and codify the constitution and by laws of the Grain Dealers National Ass'n a com'te consisting of E. C. Eikenberry, J. W. Sale and E. W. Crouch will meet at Toledo, O., May 12. Mr. Eikenberry is a former pres. of the Ass'n, Mr. Sale of Bluffton, Ind., was at one time pres. of the National Hay Ass'n, while Mr. Crouch of McGregor, Tex., has been pres. of the Texas Grain Dealers Ass'n.

THE GRASSHOPPER MENACE was the subject of a meeting of entomologists from the United States and Canada, held at Regina, Sask., on April 14. As a result a permanent "North-western International Com'te on Crop Pests" was appointed whose work will be the formulating of plans and the offering of suggestions for the eradication of grasshoppers in the western part of the United States and Canada. The com'te is in charge of Norman Criddle, a Canadian entomologist, who will be assisted by J. Seamens, Alberta, Sask., S. Lockwood, Washington, D. C., A. G. Ruggles, St. Paul, Minn., and two other Canadian entomologists.

Grain Carriers

GRAIN elevating costs at Buffalo, N. Y., will remain at 1 cent as formerly.

THE OPENING of the Erie Barge Canal on April 30 will mark the earliest opening in 18 years.

THE various operating divisions of the C. B. & Q. have started a competition to keep down accidents during 1921.

CARRIERS cannot function properly so long as they have no control over wages.—J. G. Rodgers, vice-pres. Pennsylvania Lines.

HEARINGS regarding the repair work done by carriers at outside shops will be held before the Interstate Commerce Commission on May 7.

DULUTH, MINN.—On April 14 three boats were chartered to take grain cargoes to Buffalo at rates ranging from 2¼ to 2½ cents.

CHARGED with stealing interstate shipments of grain at Cairo, Ill., two men were released only after a jury had been out for 20 hours.

MOVING from Port Arthur down the lakes the S. S. Peter Reiss loaded with grain was the first vessel from a Lake Superior port to pass thru the Soo locks.

"EXTEND THE TIME for the filing of overcharge claims arising under federal control until March 1, 1922" is provided for in a bill introduced by Sen. Fletcher of Florida.

CHARGED with forging Bs/L William H. Richter, an Omaha, Neb., grain man is under indictment on five counts. The case will be tried before Federal Judge Woodrugh.

TO FACILITATE the shipment of bulk grain the government of New South Wales has issued a set of regulations governing the loading of bulk grain into vessels for export.

"LOWER FREIGHT RATES on agricultural products and livestock from points in Colorado to points east of the Missouri" is the message of the Colorado Legislature to the U. S. Senate.

DEMAND for lake boats for ore carrying is light and is expected to continue so for at least six weeks. In the meantime many of the ore vessels are on the market for grain cargoes.

THE ACTION of the Interstate Commerce Commission in raising the intrastate rail fares of New York to equal the interstate rail rates is being carried to the Supreme Court by the state of New York.

FORMER representative Esch, co-author of the Transportation Act has been approved by the Senate as a member of the Interstate Commerce Commission in spite of opposition by Senator La Follette.

FIRST VESSEL on the Great Lakes to run aground this year was the S. S. Martin Mullen, which grounded at Whitefish Point on April 14 while carrying a cargo of grain from Fort William to Buffalo.

OVERCHARGES and damage claims will have to be paid in 40 days after the date of filing claim if a bill, H.B. 92, introduced into the House by Rep. Logan ever becomes a law. Failure provides a \$50 penalty.

PURCHASE of the Chicago Junction Ry. by the N. Y. C., strenuously objected to by some shippers and other roads entering Chicago, will be further discussed at a hearing to be held in Chicago, Ill., on May 3.

THE MISSOURI LAW which provides that the charge for a short haul in the state shall not exceed the charge for a long haul was called constitutional by the Supreme Court on April 13. The law was enacted in 1872.

LAKE VESSELS used on the ocean during the war are being returned to lake service since the ocean shipping business is at a standstill. The Canadian Steamships Co., Ltd., has just recalled 5 of its lake vessels that have been in ocean service.

A BILL providing for the consolidation of all the carriers has again been introduced into the Senate by Senator Lenroot. It would create a subsidized National Railway Corporation which would operate all carriers.

EAGLE LAKE, TEX.—The Interstate Rice Milling Co. has complained to the Interstate Commerce Commission that the rates on rough rice from Port Barre, La., to Eagle Lake, Tex., are unreasonable, discriminatory and prejudicial.

AN ARRANGEMENT whereby the carriers operating in the state of Kansas will accumulate 22,000 box cars in Kansas prior to the crop movement, was recently completed between the Kansas Public Utilities Commission and carrier representatives.

GRAIN CARS arriving at Milwaukee during February were in much better condition than the cars which arrived during January. During January, 17% of the arriving cars were leaking grain while only 14% of the cars arriving during February were leaking.

THE BUFFALO NORTHWESTERN, a 52-mile carrier connecting Waynoka, Okla., on the Santa Fe with Buffalo, Okla., is to be operated hereafter by the Santa Fe. It taps a country growing 35,000 acres of wheat and 5,000 acres of other grain and serves eleven grain elevators.

UNDER NEW TRANSIT privileges granted by the Grand Trunk, grain moving over that line from points west of Detroit and the St. Clair River may be milled at Buffalo, N. Y., if the flour is shipped to New England points. No charge will be made for a back haul as heretofore.

RADICAL CHANGES in the Seamen's Law are proposed in a bill introduced into the House by Representative Scott of Michigan. The eight hour per crew provision of the present bill as well as the rule regulating the opening and closing dates of navigation are the parts affected.

"MEANS for reducing freight rates should be discussed at a meeting of representatives of the basic American industries, rail labor, rail executives and capital" is the substance of a message sent Pres. Harding on April 21 by the National Farmers Union in convention at Washington.

A BILL introduced into the Senate by Sen. King of Utah would require carriers to charge for the movement of freight on the basis of a ton-mile, i. e., a certain charge for moving a ton of freight a mile. He believes such a regulation would remove discriminations in freight rates.

LOWERING the charges on some of the basic commodities would produce more traffic for the carriers. Iowa corn is now selling at 30 cents a bushel compared with pre-war prices of 60 cents, while the freight and handling charges have doubled.—Sec'y of Agriculture Wallace.

A BILL before the Wisconsin legislature that would prohibit the operation of trains in Wisconsin containing more than fifty cars was killed on April 21. Labor agitators were behind the bill which would have made it necessary for carriers to employ more men and operate more trains.

REGARDING SIDETRACK leases the Interstate Commerce Commission on April 18 made the following announcement: The I. C. C. is without jurisdiction to prescribe uniform liability clauses contained in leases or contracts for the construction and maintenance of industrial or private sidetracks.

BUFFALO, N. Y.—The Grain Handling Corp. has been incorporated for \$12,000 and will engage in transferring grain from lake vessels to the shore or to other vessels or barges. This work, formerly was done by the Lake Carriers Ass'n representative, T. W. Kennedy. The directors of the new firm follow: T. W. Kennedy who will have charge of the work, Joseph D. Rodgers, John J. Boland, A. E. Cornelius, J. E. McAlpine and W. E. Chilson, all of Buffalo.

EFFICIENCY of operation, reduction of traffic and the best way to effect a reduction in freight and passenger rates are some of the things to be inquired into by a senate investigation provided for the resolution introduced by Senator Cummins and passed April 19. Hearings will be conducted after May 1.

MAKE GREATER USE of the Canadian transcontinental railway facilities and the port of Quebec is the request of Harbor Commissioner at Quebec, T. Tremblay to the grain exporters of western and central Canada. Mr. Tremblay points out that such action will keep many millions in Canada that now go to American carriers.

THE STEAMER Shaughnessy, which was the first vessel to pass thru the Soo Locks this season was also the first vessel of the season to arrive at Ft. William for grain. It came from Cleveland and arrived on April 8. In honor of the good work the captain was presented with a high silk hat by the Ft. William & Port Arthur Grain Exchange.

"RATES ARE NOW, I believe as high as they can be put. They will be reduced thru economy of operation, thru falling prices of materials and thru the adjustment of wages, with the decline in the cost of living" is a part of a message presented to the Shippers Conference in session at New York on April 12 by Archibald Fries, vice-pres. of the B. & O.

EXCESSIVELY HIGH railroad rates are a serious handicap. They likewise fail in their original purpose of providing adequate revenue for the roads. They are prohibitory in their effects. In some cases, the cost of transportation is from four to five times the price received by the producer.—A. W. Douglas, chairman, com'te of Statistics, U. S. Chamber of Commerce.

CLAIMING the Seamen's Law made operation unprofitable the Detroit & Cleveland Navigation Co. discontinued operations of vessels on Lake Huron. To determine whether the company could be compelled to furnish service, William Lucking, a Detroit attorney, has filed a complaint with the Interstate Commerce Commission, which comes up for hearing in Washington today.

KANSAS CITY, MO.—Members of the grain trade at Kansas City on April 20 filed a protest with the Interstate Commerce Commission claiming that the switching charges to elevators and piers at Galveston should be absorbed by the carriers as is done at New Orleans and Texas City. It stated that the rates on grain from the central western states were adequate to cover all charges.

RATES in effect on the S. P. were the cause of complaint filed with the Interstate Commerce Commission by the Nevada Public Service Commission on April 19. It claimed that the rate between San Francisco and Lovelock, a distance of 343 miles was the same as the rate between San Francisco and Reno a distance of 244 miles. It claimed that there were other such inequalities.

THE MILWAUKEE Chamber of Commerce has submitted a proposal to the carriers for a general reduction in the rates from Minnesota territory to Milwaukee contending that the existing rates discriminate in favor of Duluth from Minnesota stations on the C. M. & St. P. It was claimed that the thru rate from Minnesota points to Milwaukee is higher than the local rate to Minneapolis plus the proportional rate to Milwaukee.

THE DECISION of the Labor Board, in abrogating the national agreements, should tend to stabilize the railroad situation. There is no question that the labor board has made a big step in the right direction. The ruling will give us an opportunity to fix up agreements that should be satisfactory to both sides; it gives us a chance, and I believe it will have a good effect on the morale of the men.—William H. Finley, pres. C. & N. W.

THE GOLDEN BELT RY., a wheat carrier proposed by Kansas farmers to connect Hays and Great Bend, Kan., will not be built because the Interstate Commerce Commission on April 18 announced that such a road was not a public necessity. Farmers claimed, in asking permission to build the road, that it would cut down their haul to railroad considerably. The I. C. C. replied that such a road would lessen the haul to a railway only 5 miles in only a relatively small area and stated that the country to be tapped was a wheat territory that was all under cultivation.

GRAIN RATES, ex-lake, from Buffalo, N. Y., which became effective April 15 and which include charge of not exceeding one per cent per bushel made by the elevators against the grain for elevation and transfer from lake vessels to cars, including 5 days storage follow: On domestic shipments, to Boston, wheat, 27.17 cents; corn and rye, 27.29 cents; oats, 26.63 cents; and barley 27.08 cents. On domestic shipments to New York, Philadelphia, Baltimore and New York the rate is 22.67 cents for wheat; 22.79 cents for corn and rye; 22.13 cents for oats and 22.58 cents for barley. On export shipments the rate to Boston and New York on wheat is 20.17 cents; on corn and rye is 19.79 cents; on oats is 19.63 cents and on barley 20.08 cents. On export shipments via Philadelphia and Baltimore the rate is 19.67 cents on wheat; 19.29 cents on corn and rye; 19.13 cents on oats and 19.58 cents on barley.

HEARINGS are to be held in the near future by the Interstate Commerce Commission to discuss the reasonableness and propriety of the charges of common carriers subject to the Interstate Commerce Act, and applicable to interstate or foreign commerce, for wharfage, handling, storage and other accessorial services at the south Atlantic and Gulf ports at and south of Hampton Roads, Va., and also as to the propriety of including in the rates of the carriers to and from the ports, the cost of or charges for the above services, with a view to prescribing such reasonable and proper rules and regulations and charges as may appear to be necessary. The carriers will be expected to furnish complete and specific information bearing upon the questions above set forth, including the costs of performing said services, to the extent of their ability, and pertinent evidence of other interested parties will be received. The I. C. C. invites suggestions as to dates and places of hearings.

"SELL WHEAT NOW instead of waiting for the price to go up on account of the recently established tariff, so as to avoid raising the price of bread to the consumer," is an appeal made to Spanish farmers on April 14 by the Spanish Ass'n of Agriculturists. Since the establishment of a tariff on foreign wheat Spanish farmers have been unwilling to sell at existing prices.

Backstop for Elevator Legs.

When an elevator leg is in full operation there is a considerable weight of grain in the loaded buckets entirely unbalanced by any weight in the cups on the down-going side of the belt. When the machinery in the plant is suddenly shut down, which happens in an electrically driven leg if the current is interrupted, there is a tendency for the elevator head pulley to be run backward by the pull of the loaded side of the belt.

Backlegging resulting from the power going off causes a choke-up that may take hours to clear away, and sometimes the buckets are torn off or the belt turned in trying to start up again.

No ordinary brake will operate to prevent this trouble, as it must act instantly before the belt has started to run backward, and must release promptly and automatically when the machinery starts again.

A device that meets the requirements has been designed by the Strong-Scott Mfg. Co. and is in use in many of the largest grain elevators. It is known as the Gemlo Backstop, and is shown in the engraving herewith. It consists of a wheel having a heavy reinforced rim, the hub of the wheel being extended so that the sleeve to which the shoe is attached slips right over the extended hub of the wheel and is loose, the hub turning inside of this sleeve. The sleeve has an arm projecting either vertically or horizontally as desired, to which arm is attached a rod for holding the sleeve in a stationary position, this rod to be fastened to a post if vertical arm is used, or to the floor if horizontal arm is used. The wheel is keyed to the shaft and revolves with it, while the sleeve stands stationary. The shoe is hung on the sleeve as shown. The pivot on which it swings is at one side of the center line, so that when the shaft revolves in the direction as shown in figure 1 the shoe is lifted away from the ring, the distance from the pivot of the shoe to the rim being greater at the point B than at the point A. On the other hand, if the shaft starts to turn in the direction as shown in figure 2, the shoe immediately drops into contact with the ring and prevents it from turning as the distance from the pivot of the shoe to the point B in the rim is less than the distance to the point A, so that the ring could not turn in that direction without forcing the shoe right through the ring.

The construction of these rings is amply strong to stand the pressure. There is practically no wear on the shoe, since in running the windage of the ring forms an air cushion which holds the shoe away from the ring so that it does not wear.

WHEAT is too cheap or steel too high. It takes two and one-half times as much wheat to buy steel now as it did in 1914.

If you have a good thing

Tell the Grain Dealers—
They'll do the rest—

Advertising is the quickest and best way—but it must be the right kind of advertising.

If you have spent your good money without satisfactory results, it's a case of wrong article or wrong advertising.

The easiest, most direct, most popular and most effective way to the grain dealer is The Grain Dealers Journal route.

Try it.

Any Weight

of grain up to 100,000 pounds is reduced to bushels by Clark's Decimal Grain Values, which also shows the value of any number of pounds in dollars and cents. Price \$5.00.

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GRAIN DEALERS JOURNAL

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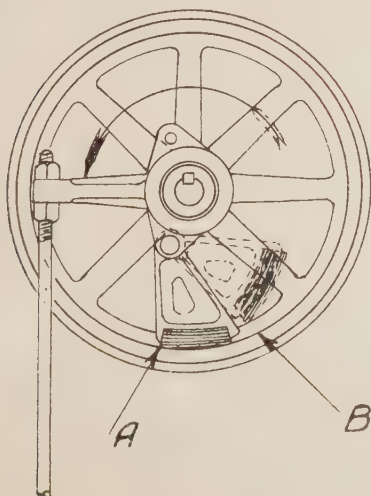


Fig. 1.—Shoe Drawn Away from Ring.

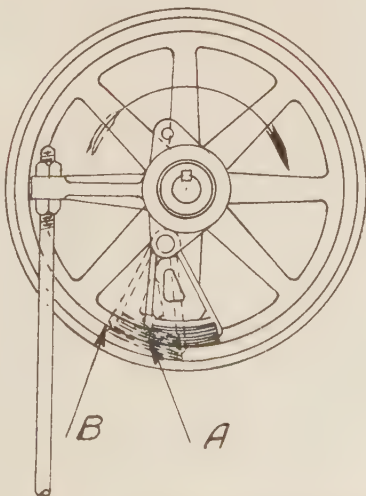


Fig. 2.—Shoe of Backstop Forced Against Ring.

Feedstuffs

CONCORD, N. Y.—The Fred Domes Feed Mill was recently damaged \$5,000 by fire.

WASHINGTON, IND.—The feed mill of Lawrence Gregory began operations on April 2.

CARLINGFORD, ONT.—Samuel Knott has sold his feed mill to D. Davidson and Fred Knott.—B.

ST. LOUIS, MO.—Dealers handling Purina Feeds recently concluded a three day convention here.

MONTREAL, QUE.—Shorts are now selling here at \$33.25 per ton compared with \$57.25 last September.—B.

LOUISVILLE, KY.—The Bryant Feed Co. has been incorporated for \$6,000 by H. Calloway, J. H. Bryant and I. C. Bryant.

AKRON, O.—The Botzum Bros. Co. brokers of feed and flour have moved into their new 5 story concrete warehouse.

MONTGOMERY, ALA.—The Sunny South Feed Co. has been established by C. D., formerly manager of the Dixie Feed Co.

CHARLOTTE, IA.—Fred C. Dohrmann has bought the Hanrahan Warehouse and has installed a feed grinder. I have turned the feed business over to him.—H. Schumacher.

SAN ANTONIO, TEX.—The Lasser Feed Stores, Inc., has been incorporated with a capital stock of \$30,000. The incorporators are A. Lasser, A. J. Reininger and B. T. Voight.

LITTLE ROCK, ARK.—The hull warehouse of the Buckeye Cotton Oil Co., large distributors of cottonseed cake and cottonseed meal was destroyed by a fire of unknown origin on April 12.

MEMPHIS, TENN.—The Royal Feed & Milling Co. has registered a design showing a man sitting upon a horse and the words "Man-o-war" as its trademark, No. 141,278, for use on stock feed.

PINE BLUFF, ARK.—The Westbrook Grain & Milling Co. announces that it now has a daily capacity of 300 barrels of meal, 7,300 sacks of chops, 5,000 sacks of mixed feed and 1,200 sacks of chicken feed.

MINNEAPOLIS, MINN.—Gordon Grimes, formerly with the Fruen Cereal Co., has gone into business on his own account. He has opened an office in the Flour Exchange and handles feeds and cereals.

MEMPHIS, TENN.—The Pease & Dwyer Co. has registered the words "El-co" and "Battle King" as its trademarks No. 142,254 and 142,528 for use on sweet feed composed of oats, alfalfa meal and molasses.

Exports of Feedstuffs.

February exports of feedstuffs compared with February, 1920, and for the 8 months ending February were reported by the Burd of Foreign and Domestic Commerce as follows:

	February, 1921.	February, 1920.	8 mos. ending Feb., 1921.	1920.
Bran and midds., tons	449	222	1,835	1,305
Cocoanut cake, lbs.	111,143	750	425,000	60,913
Corn oil cake, lbs.	22	5,000	88,135	473,300
Cottonseed cake, lbs. 23,407,697	71,048,763	239,456,130	338,685,325	
Cottonseed meal, lbs. 15,728,217	1,160,575	45,106,835	109,639,120	
Dried grain and malt sprouts, tons	6	1	46	1,259
Linseed cake, lbs.	61,013,988	36,678,492	237,318,907	270,230,455
Linseed meal, lbs.	3,087,275	449,622	11,278,807	14,105,317
Milfeed, tons	1,051	626	7,117	8,876

MADISON, WIS.—The H. P. Brown Co. recently incorporated for \$400,000 will build a new feed mill and grain storage facilities to cost approximately \$200,000. A line of sweet feeds will be manufactured.

CARUB BEANS extensively used in Italy as a feed for horses are now finding a market in the United States according to American Consul at Naples. During 1920 186,000 bus. were shipped from Naples to this country.

ST. LOUIS, MO.—The executive com'te of the American Feed Manufacturers Ass'n announces that the annual convention is to be held at St. Louis, Mo., on Thursday and Friday, June 9 and 10 in the Statler Hotel.

ST. LOUIS, MO.—George P. Johnson, promoter and stock salesman of the bankrupt Alfalfa & Cereal Milling Co., of this city was on April 16 convicted of the embezzlement of company funds amounting to \$70,000.

OSWEGO, N. Y.—The plant of the Oswego Milling Co., now in the hands of a receiver, is desired by George H. Hunt, a local feed dealer who recently offered \$16,500 for the stock on hand, the machinery and the trademarks.

PRESTON, IA.—L. F. Kukkuck's new feed mill is equipped with one 20-inch Robinson Attrition Mill, two legs, Western Manlift, Western Sheller and Cleaner and a Bowsher No. 10 Corn crusher. The plant was built by C. E. Newell.

PUEBLO, COLO.—There is very little alfalfa moving because the prohibitive freight rates make shipping unprofitable. Because of this we are not operating our mills at the present time.—C. A. Trant, pres., Pueblo Alfalfa Milling Co.

ELEVATOR-OPERATORS at Fort William and Port Arthur claim they cannot give screenings away anymore. Some of the elevators that use steam for the heating of their driers have resorted to burning the product instead of coal. A year ago screenings were in good demand at \$20 per ton.

CLARK, S. D.—William E. Henry of the Elrod & Henry Feed Mill is back to work having been sick for two weeks. Of the feed situation around Clark, Mr. Henry writes: Farmers now have enough feed to get in their crops. Feed sales will commence in force when the corn plowing starts in full blast.

MINNEAPOLIS, MINN., Apr. 16.—During the last two weeks there has been a decline in the price of oil cake and oil meal of \$8 to \$10 per ton. This is equal to 15 to 20 cents per bushel in the price of flaxseed, so that lower price of flaxseed has been more than made up in the oil cake decline.—Archer Daniels Linseed Co.

TO ENFORCE the regulations of the Feedstuffs Act in Canada, thirty-two feed inspectors have been appointed by the Dominion Civil Service Commission. The Advisory Board which is located at Ottawa will give consideration to all suggestions and recommendations as to the enforcement of the act which will be addressed to it thru the office of the Minister of Agriculture.

WILKES-BARRE, PA.—The building we put up in Scranton was a concrete warehouse. We operate a feed mill in Scranton also. We grind buckwheat only in our Miner Mills plant. This is only a seasonable business, running from about Oct. 1 to Mar. 1. Consequently buckwheat feeds are only on the market during this period. There is a wide range in the quality of buckwheat feeds put out by different mills. Our buckwheat feed analyses are protein, 20% to 25%; fat, 5% to 8%; fibre, 7% to 12%. Our buckwheat feed is practically all bought for dairy feed by the local farmers, for which purpose they prize it very highly. Practically all the surplus buckwheat was bought for export early this spring, so the chances are that the prices in this country will continue to range comparatively higher than other grains.—Miner Hillard Milling Co., W. P. McLaughlin, sales manager.

ATLANTA, GA.—The A. A. Pearson Co. is at present a partnership owned by A. A. Pearson formerly sec'y-treas. and F. L. Fleming, formerly traffic manager of the Taylor Commission Co. We will handle cottonseed products, fertilizer materials, and grain and mill feeds. With our cottonseed products and fertilizers we will operate in all territory east of the Mississippi River. Our other products we will handle locally.—A. A. Pearson Co.

SPRINGFIELD, MO.—The Interstate Milling Co. is the name of the consolidation of the Paragon Milling Co., the Newton Grain Co. and the Interstate Milling Co. Of the concern R. E. Laughlin, general manager of the Interstate Milling Co. writes: We are incorporating the Interstate Milling Co. for \$250,000 and will do a general feed manufacturing and jobbing business. We have in the Paragon Mill a 200-ton molasses feed plant. The Interstate Mill has about the same capacity in dry feeds.

SERGEANT BLUFF, IA.—An attempt to burn down the feed warehouse of the Sergeant Bluff Farmers Elevator Co. was made on April 10. Luckily loss was small. Of the incident the company writes: Some person with the strength of a man and the mentality of a four year old broke out a door to our feedhouse, and tried to set fire to the place by lighting kerosene-soaked cobs and placing them against the piles of feed in two places. No damage was done. If that person had had sense enough to know where to place the fire, we probably would never have known what burned the place down. We can think of no reason on earth for anyone's trying this.

PITCHING alfalfa hay in an inclosed building was held by the Supreme Court of Colorado to have been the proximate cause of the death of Joseph Carroll, employed in an alfalfa meal mill, reversing the decision of the Industrial Commission and of the Denver District Court, which had denied the family workmen's compensation aid. Carroll had organic heart trouble. The court found that if he had been doing the work in the open air he would not have died. In the words of the Court, "The proximate cause of his death was the condition of the air in his place of employment, or the fact that it was dust-laden. The dust-laden condition of the air was the cause and the fatal attack of heart failure was the result."

EVERY DEALER who handles feed is familiar with the "five-sack" purchaser. Some of these customers are only occasional buyers with small feeding requirements really justifying small purchases. But there are scores of dairymen keeping ten or more cows who buy only a few sacks of feed at a time when they could save from \$3 to \$5 per ton by joining with neighbors and having you order their feed in carload lots. When feed is ordered in this way you may have each feeder unload his quota direct from the car when it arrives, as nearly every feeder has ample storage facilities. You may feel that this method of handling will reduce your profits, but when you consider the cost of handling, and storage time necessary to make small sales you will agree that the quick turnover on a large scale is more profitable in the long run.—The Feed Box.

Crushed Tobacco Seed as Feed for Animals.

Pressed tobacco seeds and their value as a food for animals has been the subject of a lengthy investigation conducted by G. Paris and enumerated in "Tabacco," a French publication.

When compressed the seeds yielded a yellowish liquid similar to the oil received when flaxseed is crushed. Its use as a substitute for linseed oil has been suggested.

After compression the resulting cake is similar in appearance and composition to linseed cake except that it contains a smaller percentage of fat.

An investigation of the seed under various

conditions showed the presence of nicotine only in the germinating seed. Mr. Paris believes the crushed cake will make a feed suitable for animals.

Report on Feed Trade Legislation.

Recent activities of the feed trade were summarized by chairman of the Special Legislative Com'te William G. Crocker before the meeting of the Millers National Federation as follows:

We are glad to report that further legislation has been enacted in New York annulling the clause regarding tags, so that the requirements may all be presented on the bag, and tags omitted. This, therefore, will remove one source of annoyance.

A new feed law is before the legislature in Wisconsin, and without doubt will be enacted. This bill will carry a tonnage feature of some kind, either tags or semi-annual statements similar to New Jersey, but it will pass.

In Pennsylvania a license is contemplated on the basis of a registration fee of \$25 for each brand of feeding stuffs sold in the state.

North Dakota has passed a law requiring that proportions of ingredients be shown in addition to analysis.

Oregon also has a new feed law.

For several months there has been a great deal of agitation among the members of the feed trade regarding rules and regulations covering transactions in feedstuffs. At the meeting of the federation in Chicago on Oct. 15, 1920, the matter was referred to this com'te.

The Grain Dealers' National Ass'n and the Feed Distributors Ass'n also appointed com'tes to work on similar rules, and finally, on March 11 and 12, there was held at Chicago a meeting of the joint com'te, comprising the representatives of the three com'tes. Rules and regulations were formulated and adopted unanimously. With a view to uniformity between the various markets and interests, we urge the adoption of these rules and regulations.

[These Rules and Regulations were published on pages 519-520 of the Grain Dealers Journal for March 25, 1921.]

Report on the Heating of Feed in Transit.

Investigational work to determine "what causes feed to heat in transit" is being carried on at the feed mills of the Ralston-Purina Co. at St. Louis, Mo., and the Peters Mill Co. at Omaha, Neb., under the direction of two chemists, Dr. Carl B. Miner, representing the American Feed Manufacturers Ass'n and Chief Chemist Charles Biestle of the Buro of Explosives.

The Buro of Explosives is interested in the work because of the damage caused to railway property when a car of feed becomes heated in transit. Chief Inspector of the Buro, Col. B. W. Dunn, who has been instrumental in getting the investigational work started, in an annual report just made public calls attention to the rulings of the Interstate Commerce Commission in Special Permission 51215 [Special Permission 52340, published on page 593, April 10 number of the Journal, succeeds 51215 but has same regulations governing feeds].

Under special permission of the I. C. C. No. 51215 the minimum weight for feeds is placed at 40,000 pounds, except that under Note 2: 'Actual weight will apply upon molasses feeds or other stock feeds having liquid sweetening ingredients (not medicated or condimental) when cars are loaded at point of origin to within 24 inches of the roof at the side walls.'

Inasmuch as large bulk and heavy loading is one of the causes of spontaneous heating of these feeds in transit, the allowance of two feet of vacant space should assist in preventing such spontaneous heating to some extent.

The annual report of Chief Chemist Biestle which also has just been made public has the following to say about alfalfa feed and the work now being conducted:

"As in previous years mixed feeds containing ground alfalfa hay, molasses and other ingredients, have in many instances heated in transit, and occasionally caused fire. Considerable laboratory work has been done on this problem, and the general conclusion has been that the heating and spoiling of these mixed feeds is due either to defective ingredients, or to excess of moisture. There is, however, no definite information as to the permissible

limits of moisture in these feeds, or to the factors in the question of heating.

"A series of storage tests on a large scale are now being carried out by some of the manufacturers to determine more fully the cause of deterioration of these feeds in transit. These tests are being carried in with complete control of all the factors as to the composition of ingredients, temperatures, ventilation and mass of material, and are being directed by a com'te representing the feed manufacturers, the United States Dept. of Agriculture, and the Buro of Explosives."

Grain Marketing Inquiry in Canada.

The Governor-General of Canada on Apr. 13 approved an order in council creating a Commission of four to investigate the marketing of grain.

The Commissioners are James Duncan Hyndman, Judge of the Supreme Court of Alberta; William D. Staples, Fort William, Ont.; J. H. Haslam, Regina, Sask.; and Lincoln Goldie, Guelph, Ont. They will report to the Governor in Council the evidence and the result of their investigations with any recommendations.

Their scope and powers are broad as stated in the following excerpt from the order:

To inquire into and report upon the subject of handling and marketing of grain in Canada, and in particular, but without restricting the generality of the foregoing terms, upon the following matters:

- "1. The grading and weighing of grain.
- "2. The handling of grain in and by country elevators and from country points.
- "3. The grain exchanges.
- "4. Financing of grain.
- "5. The handling of grain at terminals and the charges therefor.
- "6. The operation of public and private elevators and eastern public elevators.
- "7. Lake shipments.
- "8. The shipment of grain to Atlantic and Pacific ports.

"And in addition to the powers in that behalf conferred by the provisions of the said statute, that the said commissioners be authorized by the letters of patent of commission appointed them commissioners as aforesaid, to engage the services of such accountants, engineers, technical advisors, or other experts, clerks, reporters and assistants as they deem necessary or advisable, and also the services of counsel to aid and assist them in such inquiry, and to authorize and depute any such accountants, engineers, technical advisors, or other experts, or any other qualified persons, to inquire into any matter within the scope of commission, as may be directed by the commissioners, and that such persons be authorized, in the execution of the powers so deputed or otherwise, exercise the same powers which the commissioners have to take evidence, issue subpoenas, enforce attendance of witness, compel them to give evidence and otherwise conduct the inquiry."

IT IS REPORTED from the Argentine that there is now in process of construction near Rosario what is said to be the largest grinding plant for linseed oil in existence. It is being built by a Dutch company. Shipments from Argentina this week are again large, amounting to 1,108,000 bushels of which 227,000 came to the United States.—Archer-Daniels Linseed Co.

A MOUNTED PICTURE, 29 by 40 inches, showing the harbor and elevator facilities of the Twin Cities of Canada, Fort William and Port Arthur, is the gift of the Canadian National Railways to members of the grain trade. On the reverse side of the picture is a brief history of the cities and an enumeration of the various elevator, rail and water facilities. Copies may be secured by addressing the General Passenger Agent at Chicago, Ill.

BREADSTUFFS—flour and wheat—in the United States and Canada on April 1 indicate a decrease during March of about 23,800,000 bus., compared with a decrease during February of 4,300,000 bus. and a decrease of 6,090,000 bus. during March, 1920. In the aggregate the supplies in the United States were decreased about 16,200,000 bus. and those in Canada decreased about 7,800,000 bus. Aggregate supplies are about 31,500,000 bus. smaller than a year ago.—Trade Bulletin.

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Patents Granted

1,372,480 Bag Filling Machine. Edward Buschman, East Orange, N. J. In this apparatus material flows from a vertical chute into a vertically held bag. A mechanism provided guides and lowers the filled bag to a horizontal position.

1,374,073. Grain Car Door. Theodore Gibson, Tulsa, Okla. This sectional door for cars carrying grain is made to slide within guides attached to the door frame. On both sides of the door is a locking device for holding the sections in place.

1,374,699. Feed Grinding Machine. J. H. Williams, North Kansas City, Mo. In this apparatus a hopper directs grain to be ground onto a series of grinding members which operate with an oscillating motion. Below the grinders is a receiver for the ground grain.

1,374,461. Car Door. Edward A. Mayhew, Chicago, Ill., assignor to the Union Metal Products Co., Chicago, Ill. This door is composed of two sliding sections which operate in a guide and close under a baffle attached to one door so as to prevent rain from entering the car.

1,373,839. Bag Holder. L. B. Shamblen, Omaha, Neb., assignor of one-half to the United Alfalfa Co., Omaha, Neb. This holder is circular in shape. A round frame is fitted with two semi-circular bag holding arms operated and held in place by a levered, gear mechanism.

1,374,874. Process and Apparatus for Drying Materials. E. M. Bassler, Milwaukee, Wis. In this apparatus a conveyor carries the grain or other material to be dried through a series of chambers, heated by currents of air. A means is provided for heating the air and then sending it thru the chambers.

1,372,714. Centrifugal Dust Separator. Humphreys Milliken, New York, N. Y., assignor of one-half to J. B. Taylor, New York, N. Y. This apparatus is for the centrifugal treatment of dust laden gases. Air containing dust passes thru screw carrying slits which provide a means for carrying off the dust.

1,374,823. Crushing Mill. C. M. Conder and G. T. Vivian, Camborne, Eng. Grain or other material to be crushed is introduced through a hopper onto a pair of rollers that operate on a circular surface. The rollers are held in space by a system of internal springs. At the bottom of the apparatus is a discharge hopper for the crushed material.

1,373,323. Separation of Seeds and Grain and Apparatus for Use Therewith. Maurice Goddard, Doncaster, England. This is a machine for cleaning grain. It is comprised of a series of double rollers. Troughs are arranged above each roller and so arranged that the cleaned grain passes to one trough and the wild grain and other impurities pass to the other trough.

1,374,728. Elevator. Leo J. Geier, St. Henry, O. This is a portable elevator mounted on wheels. The elevating apparatus and attached grain hopper are fastened to a turntable. Be-

tween the hopper and the elevator is a feeding connection for removing the grain from the hopper. An engine, also mounted, furnishes power for running the elevator and moving the entire apparatus.

1,387,841. Rotary Screen. John M. Stone and Avon L. Stone, assignors to the Gravity Grain Grader Co., Stockton, Calif. In this rotary screen a series of horizontal ribs are arranged about an axis by means of a number of vertical supports. Diagonally arranged strips between the horizontal ribs provide a means for advancing the grain or other material being screened, from the receiving to the exhaust ends of the apparatus.

1,373,685. Grain Cleaner. C. A. Torrence, Winnipeg, Man., Can. In this wind operated cleaner is a wind feed spout for the receiving and delivering of grain to be cleaned. A head chute, to which is attached side chutes, receives grain from the feed spout. A screen stretched across head chute separates the grain and directs it to the side chutes. A means for moving the grain either for discharge or cleaning again is provided.

Private Ownership Revives Erie Canal Business.

Now that the government has decided no longer to operate its barges on the Erie Canal many large and small concerns have announced their attention to engage actively in canal transportation this year between Buffalo and New York.

M. L. White, who had charge of the government barges, is now general manager of Canal Division of the Transmarine Corporation. Of the facilities of that concern and rates to be charged on grain he writes as follows:

The Transmarine Corporation will have twenty new steel barges ready for the opening of navigation on or about May 1st. These barges are 100 feet in length, 21 feet 6 inches wide and 12 feet deep, with carrying capacity of 450 tons each.

They will load in grain, about 15,000 bushels each, and we hope to engage quite extensively in the grain business. Our rates in cents per bushel (at and East) are: Wheat 10.6; rye 9.7; corn 9.7; barley 8.5, and oats 5.5.

These rates include insurance on the canal. The average time for a shipment to move from Buffalo to New York is about ten days.

GERMANY is planning to regulate the trade in all cereals according to Consul General Coffin with the American Mission at Berlin.

THE PROBABILITY of final passage of the tariff bill is having the effect of increasing the Canadian wheat imports in anticipation of final ratification by the Senate. But there are many who believe that eventually the result of the act, should it become a law, will stabilize if not materially stimulate our domestic grain markets.—Quinn-Shepherdson Co.

Supply Trade

BLOOMINGTON, ILL.—Harry E. Surface, for the past few years connected with the Webster Mfg. Co., Chicago, has returned to the B. S. Constant Mfg. Co., taking over the management of the company.

SURPLUS profits invested in advertising become a real gilt-edge security, and a solid reserve of strength to meet days of difficulty and to overcome quietly but irresistibly and surely the most frenzied of competition.—*Printing Art.*

NEW YORK, N. Y.—The U. S. Steel Corporation on April 12 announced a reduction in steel prices ranging from \$1.50 to \$9 a ton for various kinds of steel. The announcement is considered of vast importance, industrially, steel products and their prices being a sort of guide post in commerce. The reduction takes effect immediately. The decreases, however, are confined to certain products only, it being stated that a reduction on tubular products and sheets will be announced later.

CHICAGO, ILL.—Among the equipment furnished for the Northern Central Elevator, at Baltimore, by the Weller Manufacturing Co. is power transmitting machinery, collar oiling bearings, rope sheaves, elevators, marine leg, belt loaders, scale hopper bottoms, telescoping bagging spouts with ball bearing turn heads, hoppers, etc., car pullers, discharge spouts fitted with rack and pinion slide gate, dock spouts, winches and idlers; Clark Power Shovels, part of conveying machinery and 38 Weller 42-in. H. Worm and Friction self propelling Steel Frame Trippers.

CHICAGO, ILL.—Prices for building material April 16 were given by the *American Contractor* as follows: Cement in carload lots by the bbl., \$2.14 at Chicago and Pittsburgh, \$2.41 at St. Paul and \$2.70 at St. Louis. For cloth bags add \$1. Crushed ¾-inch stone is \$2.50 per cubic yard at Chicago. Southern pine boards in lengths of 8 to 20 ft., No. 1 common are \$25 for 1x2, \$27.50 for 1x3, \$25.50 for 1x4 and \$26.50 for 1x6 per M. feet. For ship lap and smooth on two sides add 50 cents and for kiln dried add \$1. These prices f. o. b. mill. The freight rate on the lumber is figured \$12 to Chicago or \$8.75 to St. Louis from the mill per M feet in carload lots on 1x4 to 1x10, smooth two sides, 13/16 inch.

Return to Normalcy.

The Barnard & Leas Manufacturing Co., of Moline, Ill., claims to be the first machinery manufacturing concern to reduce its prices on all elevating, conveying, feed mill and transmission machinery. It has reduced its prices 25 to 50 per cent and has taken its loss in an effort to bring about normal conditions in business. Grain dealers can now go ahead with their new building problems with a feeling of certainty.

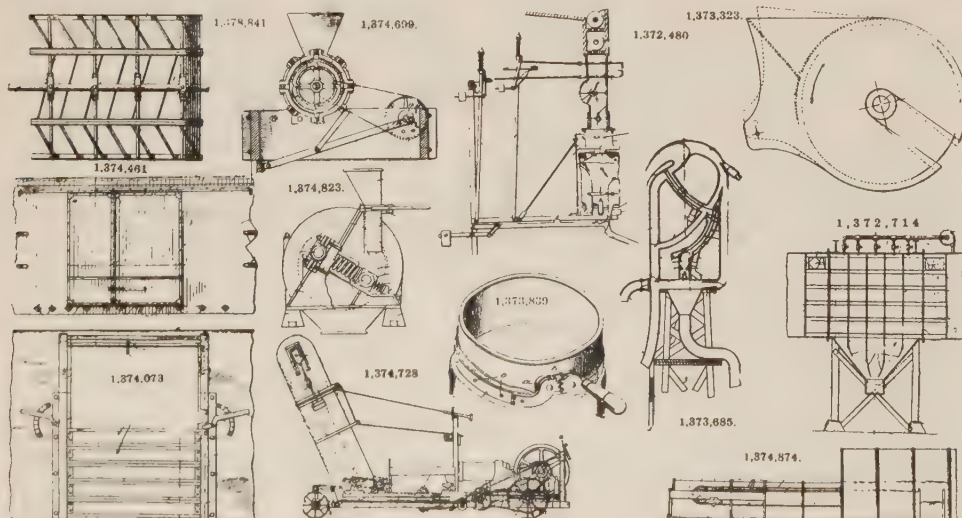
This company, which makes a specialty of manufacturing grain elevator, flour and feed mill machinery of every modern kind, direct from the raw material, is in its sixty-first year of uninterrupted activity in these special lines. To most of our readers this firm is already well known, since many of them are already using their grain cleaners, shellers and cleaners and grinding mills.

The Barnard & Leas Manufacturing Co. claims that it offers special inducements to customers by reason that an entire equipment can be purchased of them, it being unnecessary to divide the order among several firms.

Labor Can Be Hired Cheaply.

Minneapolis, Minn., April 11.—All indications are that grain elevator work will be extremely light this season in our section of the country. In fact, we do not remember any year when things were as dead.

We do not particularly anticipate further



reductions in the cost of material this year. Labor cost will, of course, be less than it was last season, but on account of the dull conditions, labor could be hired at this time very cheaply and probably more cheaply than would be possible later in the season.—Grain Dealers Supply Co., by W. Bland.

Prices at Low Point.

Chicago, Ill., April 14.—We have not had enough inquiries to correctly gauge this year's business. We are however of the opinion that there will be a reasonable amount of construction. This will be brought about by the marketing of last year's crop which has been delayed, together with the realization on the part of the trade that prices in general have reached as low a point as can be expected, consistent with business and living conditions.—J. C. Burrell Co.

Building Is Cheaper Than Last Year.

Decatur, Ill., April 12.—There is very little construction now in progress; less than at any time in my experience. There are many jobs planned but the difficulty of raising money seems to hold them up.

It is my belief that a contract for an elevator can be let now cheaper than it can be done in a few months. Lumber is down to less than \$30 per thousand in car load lots to Central Illinois points. Steel for concrete elevators is less than two and a half cents per pound, and lesser materials are in proportion.

Elevators in small communities are away from organized labor, and labor in the country is always more abundant before July 1st than after harvest begins. Also small town labor is always in debt in the spring and will grab jobs at what they can get. I am not paying over 35 cents per hour on any work for common labor and 70 cents for carpenters as compared with 50 and 85 cents last year.

Material men are anxious to sell something and practically all material men are giving special prices for material taken during April or for immediate delivery. Freight will probably not come down so the price of gravel at the job will stay up. I am building jobs for \$20,000 that cost over \$30,000 last year.—Townsend B. Smith.

DESPITE the fact that Roumania during the war secured many thousands of acres of land available for grain production the acreage to be planted this year will be less than the acreage planted before the war.

BELGIUM'S devastated areas will all be in shape to produce crops by the summer of 1921. According to the Belgium Minister of Agriculture the land is being put back in shape at the rate of 15,000 acres per month.

Books Received

CO-OPERATIVE GRAIN MARKETING is a comparative study of the co-operative grain marketing methods in effect in the United States and Canada. Bulletin 937, paper 22 pages, by J. M. Mehl of the Bureau of Markets, U. S. Dept. of Agriculture.

RAILROAD EMPLOYEES AND THEIR PAY, FACTS THAT SPEAK FOR THEMSELVES illustrates the increased compensation paid workers on the C. R. I. & P. as a result of reclassification and backpay awards granted since 1918 as a result of federal control. It explains: How a pipeman receiving 35c per hour was reclassified as a mechanic, had his pay raised to 65 cents per hour and received back pay amounting to \$1,103.97; how a man who cleaned lamp reflectors and made minor adjustments for 34 cents per hour was called an electrician, is now receiving 85 cents an hour for his work and received back pay amounting to \$699.85; and many similar instances. Paper, 10 pages. Published by the C. R. I. & P. R. R., Chicago.

Partner Entitled to Accounting.

The Supreme Court of Iowa on Dec. 31 decided against the Ratekin Seed House, intervening in the suit of J. R. Ratekin to recover \$3,485.15 of profits from the Droge Elevator Co., Seed Corn Department. The court had given plaintiff judgment for the amount, when the Seed House intervened, alleging that J. W. Ratekin had been in its employ for several years, that he had appropriated large sums of money belonging to the corporation and was insolvent.

On January 11, 1918, Droge Elevator Co., J. W. Ratekin, and D. W. Thayer entered into a copartnership, known as the Droge Elevator Co., Seed Corn Department, with the object of engaging in buying and selling seed corn. The Droge Elevator Co. paid in \$200 and Ratekin and Thayer each \$100, and the profits of the business were to be divided in the same ratio. The business was to be closed May 15, 1918, but was not concluded until June 22d following.

Thayer was to devote his time to the interests of the company, and receive \$100 per month, but this was to be deducted from his share of the profits. Ratekin and the Droge Elevator Co. were each to furnish certain specified equipment, and expenses were to be paid by the firm. Ratekin and Thayer entered into an agreement whereby the former was to receive 60 per cent and the latter 40 per cent of one-half of the profits of the business. On March 2, 1918, J. W. Ratekin executed a written assignment of his share of the profits which were derived from said partnership to the plaintiff, J. R. Ratekin.

Thayer testified that J. W. Ratekin told him that "he was interested over in Omaha in the Mississippi Valley Seed Co., and they were objecting to him being across the river with this concern, and in order to set himself right with the Mississippi Valley Seed Co. he wanted the paper to show that he wasn't interested here at all. The actual ownership of the property was not to change. It was merely a paper to show the other side of the river that he was out." Droge swore that "he stated he was interested in the Mississippi Valley Seed Co. of Omaha, and there would be more or less hard feelings on account of his having taken an interest in the Council Bluffs Seed Corn Co., and to clear his skirts he wanted to give this transfer to his father." J. R. Ratekin denied that he was present at the conversation with Droge and swore that the interview was with him, and that the conversation recited did not occur.

The Court said: The witnesses, however, were not interested, and as the explanation is the only reasonable one presented by the record, we are inclined to lend credit to their testimony. Nor was there any evidence of the alleged insolvency of J. W. Ratekin. If not insolvent and no mala fides in the transfer appears, we know of no reason for interfering. Surely a person acting in good faith, and that, in the absence of any showing to the contrary, is to be assumed, and not insolvent, may do with his property as he pleases, and, if J. W. Ratekin gave the profits of this venture to his father, the cross-petitioner is not in a situation to complain.—180 N. W. Rep. 655.

WHEAT, sugar beets and dairy products may no longer be exported from Holland since the issuance of an order on April 10 by the Netherlands Chamber of Commerce.

DECONTROL of the French grain trade will become effective May 1. After that date millers may secure supplies either by direct purchase or by requesting the state to supply it from its own stocks.

REPRESENTATIVES from nine states, interested in eradicating the barberry, the troublesome rust spreader, met in a convention at Minneapolis, Minn., during the week ending April 16. Their purpose was to formulate some uniform plan of attack for complete barberry eradication.

It's Money in Your Pocket

to use the Universal Grain Code. Read the following letter, written by a firm that is well known and who are users of the Universal Grain Code.

111 W. Jackson Blvd.

Chicago, Nov. 3, 1920.

Grain Dealers Journal,
305 So. LaSalle St.,
Chicago, Ill.

Gentlemen:

We beg to advise that ever since the publication of the Universal Grain Code, we have used it continually with most of our brokers, and find it very satisfactory indeed. We found it a little difficult at first to educate some of our brokers to its use, but finally overcame any objections they had and now we use it almost entirely in transacting our cash grain business between the various markets in the East and Chicago. It is not only very complete in all details but is made up in a manner that permits of considerable saving in telegraph toll.

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Note what they say about the completeness of the code and how easy it is to find words thru the convenient arrangement. Many other grain firms say the same.

The code contains 146 pages of policy bond paper on which are printed over 14,000 code words for modern, up-to-date trade expressions, every one of which will effect a saving in your telegraph bills.

Follow the example of the J. C. Shaffer Company and stop the leaks in your profits by using an up-to-date, complete grain code.

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Grain Dealers Journal
305 So. LaSalle St. CHICAGO

Supreme Court Decisions

Delivery of Corn Sold at Auction.—Where plaintiff offered for sale at public auction 765 bushels of corn located on his farm, and sold it to defendant as the highest bidder "at weight," and it appeared that the seller refused the purchaser permission to leave it on the place, whereupon he expressed the intention of removing it soon, held, that there was constructive delivery sufficient under the statute.—*Van Drimmelen v. Converse*. Supreme Court of Iowa. 181 N. W. 699.

Suit Against Carrier Arising During Federal Control.—Where, at the time of trial, railroads had been returned to private ownership, the Director General is no longer a proper party to a cause of action for conversion, arising during federal control, but the action should proceed against the agent designated by the President pursuant to Act Cong. Feb. 28, 1920, and the United States is not a proper party except through said agent.—*Hines v. Jordan*. Court of Civil Appeals of Texas. 228 S. W. 633.

Liability of Bank Delivering B/L Without Payment of Draft.—Where a bank had delivered B/L without requiring payment of draft to which the B/L was attached contrary to instructions of owner of the bill, the owner's measure of damages in an action for conversion was the market value of the goods at the place to which they had been shipped in excess of the freight charges which would have to be paid before they could be disposed of.—*Market State Bank v. Farmers Savings Bank*. Supreme Court of Iowa. 181 N. W. 486.

Shipper Not Liable for Freight on Car Misrouted.—A connecting railroad cannot recover its freight charges on a carload of merchandise from the shipper, where the car was billed over its line by the initial carrier in violation of its contract with the shipper, as changed before the shipment was forwarded, which required consignment of the car to a different destination, and as a result of the mistake the carload, which was perishable, was lost to the shipper.—*D. L. & W. R. Co. v. Johnson-Brown Co.* U. S. District Court, Georgia. 270 Fed. 679.

Delivery of Seed Subject to Test Not Acceptance.—Where an executory contract to grow and deliver seed provides that it shall have a certain percentage of germinating vitality, the buyer has the right to test the seed within a reasonable time after delivery as a condition to acceptance, and acceptance will not be presumed from the mere fact that seed was delivered to and received into the possession of the buyer, if such test be practicable, customary or contemplated by the parties.—*Corry v. Waldron Seed Co.* Supreme Court of Nebraska. 181 N. W. 540.

Carrier Liable for Storing in Leaking Car.—Though a carrier's liability has become that of warehouseman only, he was liable as such for permitting a shipment of meal to remain in the car in which it was shipped, and which had a leaky roof and walls, so that the meal was injured by water. The fact that a carrier had no depot or warehouse at the place of destination within which to store the goods does not relieve its liability for permitting them to remain in a leaky car, though it had the right to warehouse the goods in a car, which in the exercise of ordinary care was a safe and suitable place.—*Hines v. Aubrey Milling Co.* Court of Civil Appeals of Texas. 228 S. W. 668.

Elevator Owner Has Right to Side Track.—A shipper's agreement to execute a sidetrack contract, the terms of which are not stated, as a condition of a railroad company's relocation of a side track and its extension to his grain elevator to be built is without consideration, and is unenforceable because his right to side-track connection with his elevator built on expectation of connection is secured by Public Utilities Act, § 45, and he is not precluded from invoking the action of the commission to compel the company to furnish a side track, because he refuses to execute a contract authorizing the company to discontinue connection on its own volition without his fault and requiring him to assume liability for the company's negligence.—*Paul Kuhn & Co. v. C. C. & St. L. Ry. Co.* Supreme Court of Illinois. 129 N. E. 869.

Connecting Carriers.—In an action against connecting carriers for damage to shipment under *Vernon's Sayles' Ann. Civ. St. 1914*, art. 1830, subd. 25, requiring apportionment between connecting carriers when requested by either party, the last carrier is presumed to have been at fault and has burden of proving itself not at fault, or proving the proportion of damage for which it was not at fault, in which case the burden of proof is shifted to the next preceding carrier to acquit itself in the same way.—*Crenweige v. Ponder*. Commission of Appeals of Texas. 228 S. W. 145.

State Can Not Compel Unremunerative Freight Rate.—Though the state Legislature in regulating the intrastate rates of a carrier has a wide range of power to prescribe reasonable charges, and is not bound to fix uniform rates for all commodities or to secure the same percentage of profit on any business, it cannot compel a carrier to transport a commodity or a particular class of traffic at a loss or without substantial compensation, even though the entire volume of the carrier's intrastate business returns a remunerative revenue on its capital.—*Vandallia R. Co. v. Schnull*. Supreme Court of the United States. 41 Sup. Ct. Rep. 324.

Price f. o. b. Does Not Require Delivery at f. o. b. Point.—A contract of sale, which in connection with the price employs the term "f. o. b." at a given point, does not require the seller actually to deliver the goods at indicated point; but that expression qualifies only the price, and means that wheresoever the goods may be shipped the seller will either pay freight to the indicated point, or, if the goods are not shipped there, it will deduct or permit the purchaser to deduct from the fixed price the amount of freight to the point indicated.—*Pond Creek Mill & Elevator Co. v. Clark*. U. S. Circuit Court of Appeals. 270 Fed. 483.

A Sale the Price is to be Fixed Later.—Where wheat is delivered to the owner of an elevator under an agreement the latter is to have the grain on paying the highest market price, the transaction is a sale and not a bailment. Under *Burns' 1914*, § 521, in an action for price of wheat by the seller against the buyers, a partnership, one of them deceased and his administrator being substituted, testi-

mony of plaintiff seller that he had a conversation with the deceased buyer wherein he made demand on him for the then market price of the wheat, etc., was inadmissible; plaintiff seller being an incompetent witness on account of such buyer's death.—*Finch v. McClellan*. Appellate Court of Indiana. 130 N. E. 13.

Possession of Goods for Inspection Is Not Conversion.—Where seller authorized railroad to allow buyer to inspect goods without advance payment of draft and delivery of bill of lading, without stipulating in what particular place and manner the inspection should be made, the railroad did not violate instructions by placing the car containing the goods on the privately owned track of buyer adjacent to buyer's warehouse for the purpose of enabling buyer to properly inspect goods. Where railroad placed car containing goods on buyer's privately owned track adjacent to its warehouse to enable buyer to properly inspect goods before payment of draft and delivery of bill of lading pursuant to instructions from seller to allow inspection, and where samples of goods were taken from car to warehouse for purposes of inspection and kept therein from March 26th to April 8th, because of absence of shipping list necessary to proper inspection, and where on inspection the goods were rejected for noncompliance with order, and the railroad on being so informed again took possession, there was no conversion by buyer; the buyer having had possession merely for the purpose of inspection.—*Pittman & Harrison Co. v. Fox Bros.* Court of Civil Appeals of Texas. 228 S. W. 579.

Buyer Not Obligated to Call Appeal for Seller's Benefit.

Kansas Milling Co., of Wichita, Kan., plaintiff, v. Maney Export Co., Oklahoma City, Okla., defendant, before Arbitration Com'te No. 1 of the Grain Dealers National Ass'n, composed of C. D. Sturtevant, O. F. Bast and J. R. Murrell, Jr.

This controversy arises over the application of certain cars of wheat on a purchase by plaintiff from defendant, July 31, 1919, "10 cars No. 1 dark hard wheat basis Kansas City or Wichita Inspection, first half August shipment, good 3's to apply Government scale."


Defendant refused to allow scale discount for No. 4 dark hard winter and states.

"This certificate (issued at Oklahoma City) is stamped with notice that if this grade not upheld on official inspection to call reinspection and if necessary appeal to sustain the grade. As these instructions were not observed by the Plaintiff, our inspection stands and they owe us 2 cents per bushel on contents of car, 1079.30 bushels @ 2 cents, \$21.59."

"It is a well established principle in the grain business that shipper has a right to instruct that if car grain does not grade at destination, reinspection and appeal shall be called. If these instructions not observed, shipper's inspection governs."

We cannot agree with defendant. The Bureau of Markets has made provision for appeal from the grading of federal inspectors, but the party desiring such action must follow the procedure required by the department. The buyer, in this case, was under no obligation to call appeal for seller's account, even tho it was requested. Buyers often do call appeal upon request, but when this is done, it is merely a courtesy extended by buyer to seller and is not a contractual obligation. If the seller desired Government appeal (as was his right) he should have notified buyer not to unload until it was obtained and should have appointed a representative at destination to call the appeal for him, as provided in the regulations of the Bureau of Markets. He cannot shift the burden of this procedure to the buyer by a mere printed notice on his shipping papers.

The certificate at Oklahoma City was based upon seller's sample, not drawn in the manner prescribed by the Bureau of Markets. It was not a "disinterested sample." The inspection at destination was "regular." The Com'te will not consider certificates of inspection based upon private samples, as against "regular" certificates. We find for plaintiff on this count, amount in dispute \$21.59.


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GRADING EQUIPMENT
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Don't Overlook

Delay, Shortage, Decline in Market
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Over 8100 Railroad Claims Collected
in 1920

The Security Adjustment Co., Inc.
1132-1156 Builders Exchange Bldg.
MINNEAPOLIS, MINN.

References: Any bank, mercantile agency, com-
mission firm or the editor of this publication.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

Fort Wayne Route, Pennsylvania R.R., gives the increase in freight rates effective March 15.

The Panhandle, P. C. C. & St. L., in a special Sup. to tariffs gives the increases in rates effective March 15.

Panhandle in I. P. U. C. P. 369 gives the local, joint and proportional rates on general commodities from stations in Ill., to stations in Ill., effective April 25.

C. B. & Q. in Sup. 4 to 2964-E gives the joint rates on classes and commodities between Chicago, Peoria, Ill., Winona, St. Paul, Minneapolis, Minn., and stations on the St. L. & H. effective April 12.

C. & A. in 1602-F gives the proportional rates on grain and grain products from Kansas City and St. Joseph, Mo., to stations on the C. & A. and its connections in Ill., Ind., Ia., Mich., Mo., and Wis., effective May 1.

Panhandle in Sup. 9 to I. R. C. P. 799 gives the local and joint rules and charges governing diversion in transit or reconsignment at stations on the P. C. C. & S. L., C. L. & N., L. B. & T., Pa., L. A. & S., and the P. L. & W effective April 18.

Panhandle in I. C. C. P. 1525 gives the local, joint and proportional rates on general commodities from stations on the P. C. C. & St. L. to stations in Ill., Ind., Ia., Kan., Ky., Mich., Mo., Neb. N. Y., O., Pa., W. Va. and Wis. effective April 15.

C. B. & Q. in Sup. 3 to 1800-D gives rates on grain, grain products, broom corn and seeds between stations on the C. B. & Q., also the R. C., B. H. & W. and Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Duluth, Minn., effective April 29.

Fort Wayne Route in I. C. C. F 1246, gives the local, joint and proportional rates on general commodities from stations on the Pa., B. C. G. & A., G. R. & I., L. A. & S., M. & N-E, M. T., P. & L. E., P. L. & W., to stations in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., Tenn., W. V. and Wis., effective April 15.

A. T. & S. F. in Sup. 2 to 5655-Z gives the joint proportional rates on grain, grain products and seeds from points in Missouri, Kan., Okla., and Tex., also Superior, Neb., to Galveston, Houston, Port Bolivar, Texas City, Beaumont, Orange and Port Arthur, Tex., when for export, effective May 16.

C. B. & Q. in Sup. 5 to 3200-E gives the local, joint and proportional rates on grain, grain products and seeds between Missouri River points and Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minneapolis, Winona, Minn., La Crosse, Wis., and stations taking the same rates or higher, effective April 29.

C. & A. in 1604-F gives the local, joint and proportional rates on grain and grain products between Chicago, Peoria, Joliet, Pekin and E. St. Louis, Ill., also St. Louis, Mo., and stations on the C. & A., C. & I. M., C. & N. W., also to Toledo, O., and Detroit, Mich., and stations on the connecting lines in Illinois, effective April 28.

C. R. I. & P. in Sup. 8 to 28675 D gives the local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds between Chicago, Peoria, Rock Island, Ill., Council Bluffs, Ia., Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., and stations taking the same rates, also stations in Ill., Ind., Colo., Kan., Minn., Mo., Neb., Okla. and S. D., and stations in Colo., Kan., Neb., Okla., and Texahoma, Tex., effective May 28.

C. B. & Q. in Sup. 18 to 5400-B gives the local and joint rates on broom corn, flax seed, grain and grain products between Omaha, South Omaha, Nebraska City, Neb., Council Bluffs, Pacific Junction, Sioux City, Iowa; Atchison, Leavenworth, Kan.; Kansas City, St. Joseph, Mo., and stations taking same rates, also all stations on the C. B. & Q. west of the Missouri River (except Colo.) and stations on the C. B. & Q. lines west of the Missouri River, also stations on the C. & N. W., R. C., B. H. & W. and the Colo. & Wyo., effective April 16.

C. E. & Q. in Sup. 20 to G.F.O. 3457-H gives local and joint tariffs, giving rules and regulations, including reconsigning, stopping in transit, restrictions as to acceptance of freight and freight requiring prepayment or guarantee, mileage payments and rental charges on private cars, etc., issued on April 1 on order of the Interstate Commerce Commission.

C. R. I. & P. in Sup. 6 to 13207-H gives the joint proportional rates on grain, grain products and seeds from Albright, Neb., Armourdale, Atchison, Kan., Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kan., Omaha, South Omaha, Neb., and St. Joseph, Mo., to stations in Ill., Ind., Ia., Mich. and Wis., issued Apr. 6 on order of the Interstate Commerce Commission.

Illinois Central in Sup. 5 to 117-I gives the local, joint and proportional rates on grain and grain products from stations in Ill., Ind., Ia., Minn., S. D., Wis., to Gulfport, Miss., Helena, Ark., Jackson, Miss., Memphis, Tenn., Meridian, Miss., Mobile, Ala., New Orleans, La., Vicksburg, Miss., and other stations in Ala., Ky., La., Miss., and Tenn., also Key West, Fla., for export, effective April 15.

C. & A. in Sup. 16 to 1574-F gives the joint and proportional rates on grain, grain products, seeds, hay and straw, from Kansas City, Mo., also Blue Springs, Fulton, Gillman, Glasgow, Higginsville, Marshall, Mayview, Mexico, Odessa, and Slater, Mo., to Cairo, Ill., and Cincinnati, O., Evansville, Ind., Jeffersonville, Ind., and Louisville, Ky., also Mississippi Valley points and stations in Ala., La., and Miss., also Key West, Fla., when for export, effective May 1.

Illinois Central in Sup. 6 to 601-F gives the local, joint and proportional rates on grain, grain products, hay and seeds, and articles taking the same rates between stations in Iowa, Minnesota, South Dakota on the I. C., C. R. & I., Ft. D. D. M. & S., W. C. F. & N., W. & S. F., and Chicago, Ill., Milwaukee, Wis., Peoria, Ill., Minneapolis, Minn., St. Louis, Mo., Omaha, Ohio River stations and other stations in Ill., Ind., Ia., Minn., S. D., O., and Wis., effective May 15.

C. & E. I. in 622-G gives the local, joint and proportional rates on grain, grain products and grain by-products, also broom corn, corn cobs, cotton seed, cotton seed ashes, Hungarian and millet seeds and red top seed chaff from stations on the C. & E. I., also from Henderson and Owensboro, Ky., and from Cairo, Ill., (via the M. & O.) Joliet, Ill., (via the E. J. & E.) and Momenue Transfer, Ill., via the C., M. & G.) to points in Ill., Ind., Ia., Ky., Mich., Minn., Mo., O., Pa., and Wis., effective April 28.

RADIO DISPATCHES of crop and movement conditions were begun on April 15 from by a wireless station at Omaha, Neb. The messages which are free may be picked up by anyone having a wireless receiver in Illinois, Missouri, Kansas, Iowa, Minnesota, Wisconsin and South Dakota. They are sent out under the direction of the Bureau of Markets.

Grain Growers Elect and Now Permit Pool.

The directors of the United States Grain Growers, Inc., were in executive session at Chicago on April 18. The principal business transacted was the revision of the rules so that growers of the organization who favored the pooling of their wheat could form a voluntary pool with up to one-third of their next year's crop. This is in addition to the other sales methods (explained in the Journal of Apr. 10, pages 596 and 597).

The directors explained their action in a resolution which said in part. "While the board of directors does not feel free to depart from the policy of leaving the choice of method of sale to the grower, this third method of sale will make it possible to set up an effective exportable surplus pool."

The following permanent officers were chosen during the meeting: C. H. Gustafson, Lincoln, Neb., pres.; J. M. Anderson, St. Paul, Minn., first vice-pres.; George C. Jewett, Spokane, Wash., second vice-pres.; C. H. Hyde, Alva, Okla., third vice-pres.; William G. Eckhardt, DeKalb, Ill., treas., and Frank M. Myers, Fort Dodge, Ia., secy.

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Experience is a wonderful asset. The Ellis Drier Company, has had 23 years experience in drying all classes of material including grain, rice, cotton-seed, meal, hominy, grits, etc. If you have a drying problem our experience may be of help to you. Your correspondence is solicited.

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Settlement or Swaying of
Your Elevator will not
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Send for full
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Your business. Hitch up with an add in the Grain Dealer's Journal. You will then have a pleasant and profitable ride.

Elevator Casualties.

Ransom, Ill.—Timothy E. Dooley was loading a car at the Farmers Elevator plant on April 9, when he stepped on a rusty nail that was protruding from a board.

Lincoln, Nebr.—C. Frye, employed as a laborer by the Gooch Milling & Elevator Co., complains of injury to one of his ankles. He is unable to recall when or how the supposed injury happened.

Guthrie, Okla.—April 4, Mack Warren, a trucker at the Guthrie Mill & Elevator Co., was loading a box car at the company's plant when he slipped off the run board. The loading truck fell on his left leg mashing and bruising it.

Charlotte, Mich.—At the L. H. Shepherd Grain Bean & Mill Co., a miller, L. H. Carpenter, was injured while ascending temporary steps leading from the boiler room. One of the steps gave way; in falling he bruised his right leg.

Graham, Tex.—J. W. Perkins was lifting blocks of ice for the Graham Mill and Elevator Co. on March 15, when he accidentally struck his left hand against an ice hook that was in the hands of another employee. Ring finger was cut and infection set in.

Oklahoma City, Okla.—At the Oklahoma City Mill & Elevator Co. on Febr. 24, J. A. Kiber was badly injured while cleaning a flour reel. The injured fell striking on his head and shoulders, sustaining a deep scalp wound, fracture of right shoulder and one rib.

Chatham, Ill.—While returning from a business trip into the country T. H. Maddox of the Chatham Elevator Co. received fatal injuries when a railroad train struck the automobile which he was driving. He was rushed to the hospital but died several days later.

Tulsa, Okla.—Theodore Wallen, an employee of the Rea-Read Mill & Elevator Co. while going up the stairs at the company's plant was stricken with an acute attack of a

strangulated hernia. Efforts to reduce the hernia were unavailing and a surgical operation was finally resorted to.

Lawndale, Ill.—On Febr. 18, Sam H. Royse, age 57, employed by the Lawndale Cooperative Elevator Co., was steering a wagon down a driveway when he was struck by the wagon tongue and thrown down, the wagon running over him. His right leg and left arm were broken and his right shoulder dislocated.

Greenville, Tex.—Bascon Gamble, a trucker for the Greenville Mill & Elevator Co., recently received serious injuries while loading a box car. The injured was stacking bags of grain in the car when a switch engine struck the car throwing the injured down on the floor of the car, the heavy bags of grain falling on his legs and ankles.

Insurance Notes.

FIRE LOSSES for the United States and Canada during March amounted to \$28,597,700; compared with losses during March, 1920, of \$27,500,000.

A BILL S. F. 1027, introduced into the Minnesota legislature by Sen. Charles Orr of the Minnesota Insurance Commission, provides for a thoro investigation of the insurance business as it is conducted in Minnesota.

INSURANCE Commissioner Bullion of Arkansas has ordered all stock fire insurance companies operating in the state to reduce their rates approximately 14½%. Enforcement of similar order issued last year has been restrained by order of court.

ACCIDENT PREVENTION is of vital interest to everyone because when effective it conserves life and limb, the most important things in the world. While the humanitarian aspect is the most important the economic phase is alarming. The employers in this district in 1920 expended \$5,000,000 in payments under the state compensation act.—H. J. Bell, sec'y Chicago Safety Council.

A RESOLUTION introduced into the Illinois legislature asks the appointment of a com'tee to investigate the operations in Illinois, of fire and casualty insurance companies alleged to maintain insurance combines to fix premium rates and prevent competition.

MANY BUSINESS MEN do not realize that insurance adjustments are made on the basis of the cash value at the time of the fire, not the value at the time the insurance was taken out and that adjustments are made on the sound or depreciated value and not on the value to replace new.—John J. Thomas, of the Lloyd-Thomas Co.

CONDEMNING the activities of the insurance companies which are discrediting the mutual organizations, the Millers National Federation directors, in session at Chicago, Ill., adopted the following resolution: The Millers National Federation hereby expresses its entire confidence in the flour mill and grain insurance companies and their present directors and managers, and furnishes its continued support as long as they furnish the present high standard of protection against the various hazards incident to our business.

Do You Favor the Spark Catchers?

There has never been a great war without price inflation and false prosperity, followed just as surely by deflation and business depression. But, what we started to say is that if we are to believe the adage we may expect to receive during the next two or three months many reports of fires from locomotive sparks in the winter's accumulation of litter, rubbish and dead grass surrounding mills and elevators.

If you have not already "policed" your grounds it should be done at once. Ground for space of a few feet around all buildings should be skinned of all vegetation and kept clean. If all will do this one exception to the rule will have been made.—Eugene Arms, Manager, Mutual Fire Prevention Bureau.

Authorized in states of Iowa, Nebraska, South Dakota
and Kansas

JAY A. KING, President

GEO. A. WELLS, Secretary

Western Grain Dealers Mutual Fire Insurance Company

715-720 Hubbell Building

DES MOINES, IOWA

Our Record of Growth and Dividends

YEAR	Insurance in Force	Cash Assets	Dividends Returned
1909	\$ 1,014,687.00	\$ 5,542.68	\$ 3,446.46
1910	1,388,160.00	10,098.25	5,536.36
1911	1,579,601.00	12,090.38	5,065.74
1912	1,869,511.00	20,001.59	7,372.38
1913	2,308,618.00	28,215.40	7,682.96
1914	2,602,714.00	32,608.44	8,695.82
1915	3,325,174.00	46,605.55	10,593.33
1916	6,150,281.00	80,906.83	13,343.71
1917	8,357,275.61	101,003.97	25,787.48
1918	11,097,026.41	150,151.64	38,432.10
1919	17,000,000.00	233,000.00	54,000.18
1920	17,837,696.00	240,404.96	89,325.22

We have never failed to return dividends on annual term policies.

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TORNADOES

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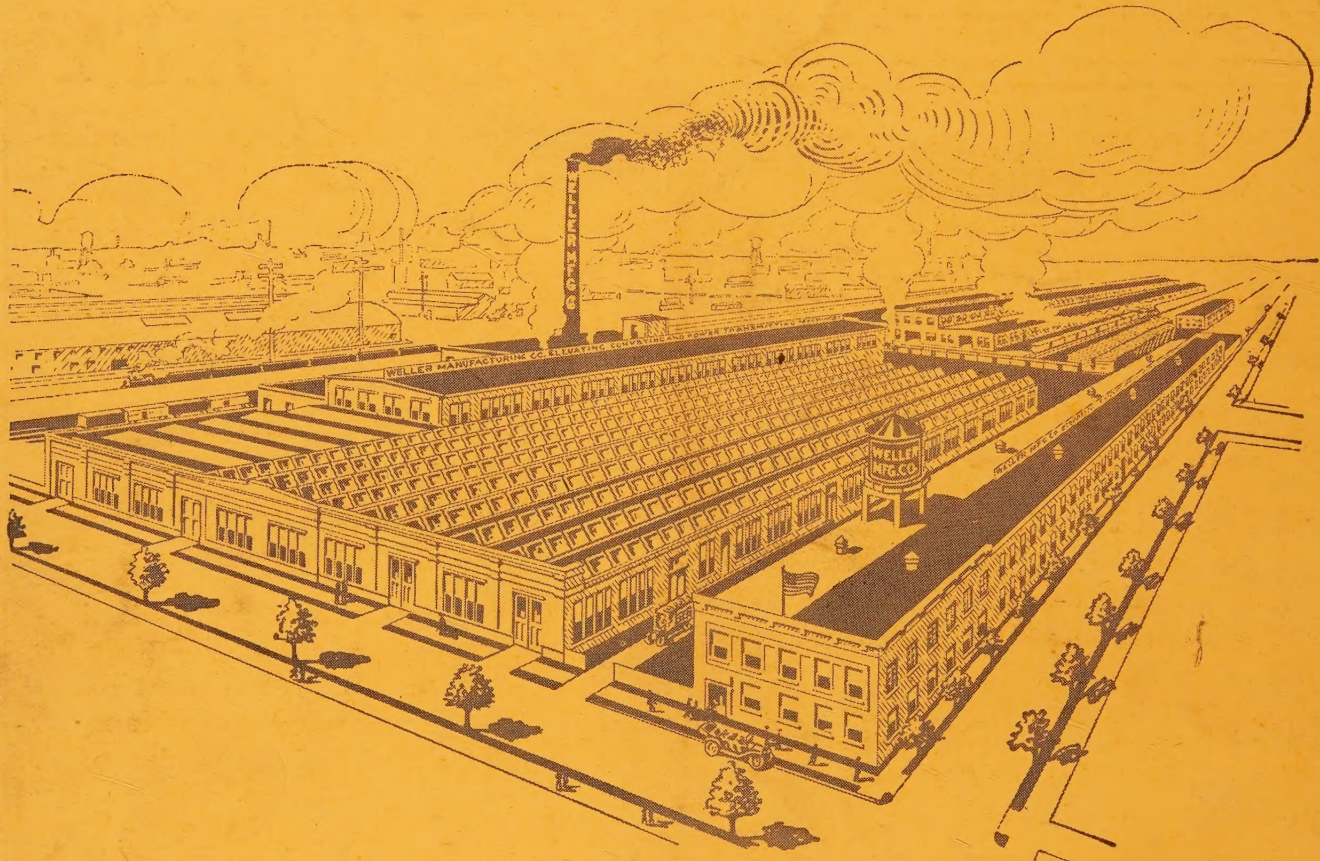
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